A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

March 30, 1970

International Commerce

Reports cover Scandinavia, billion dollar U.S. market

U.S. Trade Centers pass 300-show mark

Cleveland world traders hold 25th conference

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds

Company News

BANKING—Marine Midland Overseas Corp., a wholly owned subsidiary of Marine Midland Banks, Inc., New York, has acquired a 23.9% interest in Banque de Salonique of Istanbul. The bank will be re-named the Industrial Bank for Commerce and Industry and its purpose will be to finance international trade and grant medium-term loans for developing Turkish industry.

CONSTRUCTION — Schmalbach-Lubeca-Werke, A.G., a subsidiary of Continental Can Co., New York, announced the start of construction on a $6 million corrugated container plant in Biebesheim, Federal Republic of Germany. The new facilities, Schmalbach's third, is designed to utilize 28,000 tons of corrugated container board per year, having an annual sales value of $7.7 million. Completion is scheduled for March 1971. Schmalbach is a leading Common Market manufacturer of metal, plastic and paper containers.

PAPER—A $2 million contract between Intergeneral Industries, Inc., New York, a specialist in corrugated board materials and production equipment, and Tvornica Sulfatne Celluloze I Natron Papira of Maglaj, large Kraft paper producer in Yugoslavia, has been completed. Intergeneral will supply and install a complete manufacturing plant to produce all types of corrugated shipping containers, displays, board and paper bags. The facility will be turned over on a joint operation basis within approximately six months after all details have been clarified. Tvornica's investment in this venture will be $1 million. Products manufactured at the Yugoslav plant will be marketed in Yugoslavia and other East and West European nations.

DESALINATION—Aqua-Chem, Inc., Milwaukee, received a contract to provide water desalination equipment for a Caribbean island resort now being developed. Island Gem Enterprises will purchase two separate units from Aqua-Chem; one already in use is a 14,400 gallon-per-day vapor compression distillation unit which is supplying water during the resort's construction. The other unit is a 100,000 gallon-per-day flash evaporation plant which Aqua-Chem expects to deliver this spring. The 1,400 room hotel complex is being erected on the Dutch island of St. Maarten in the Lesser Antilles.

Newsletter

Control of air pollution stirs Europeans as deeply as it does Americans. A standing-room-only crowd of 450 heard U.S. specialists at a conference on this subject held in connection with the Industrial Air Quality Treatment Exhibition at the Milan U.S. Trade Center this month, and most stayed on for an extended question period. The speakers then held a two-hour discussion with Milan's Mayor and municipal and regional air pollution authorities.

U.S. firms in the Milan air treatment exhibition are projecting sales of $4.4 million over the next 12 months. Six exhibiting companies that entered the show seeking agents reported seven representation contracts under negotiation at its close. One new-to-market firm is anticipating a three-year sales volume of $350,000 as a result of show exposure.

Reports continue to arrive in the U.S. from the January Water Resources Exhibition staged by the Bangkok U.S. Trade Center. Culligan International has commented about the benefits of the seminar held at the show: "We used the opportunity to convene a meeting of Culligan distributors in the Far East. Through the cooperation of the Department of Commerce, our distributors invited architects, engineers and military procurement officers to the seminar with the result that we had an attendance of 31 Culligan representatives or guests in Bangkok at the time of the seminar."

"Product Profile—Un Apercu de Nos Produits—Vistazo Sobre Nuestros Productos—Kurzes Ueber Unsere Produkte." It's all one title, in four languages —English, French, German and Spanish—describing the product line of battery maker ESB Inc., Philadelphia. The entire booklet is in the four languages, thus carrying out the first words in the presentation, that "ESB is a customer-oriented global sales and service organization."

Potential customers came from all parts of Germany to see the Tally photoelectric punch-tape reader in action at the Frankfurt U.S. Trade Center. The two-day between-shows display was held last month under the leadership of the German sales manager of a European subsidiary of Tally Corp., Kent, Wash., who sent out personal invitations. Scanning the sales prospects in Germany for the next year, Tally's German rep summarized: mission accomplished.

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in this issue

Three sides to the publications perspective of INTERNATIONAL COMMERCE arrive at a conjunction on this week's cover: a U.S. world trade community, a major Commerce Department service for that community, and an important target market for the community. The first is the Cleveland international business group, whose story is told on pages 12-14; the second, the U.S. Trade Centers program overseas, reported passing the 300-show mark on pages 18-19; the third, the current import markets of the Scandinavian nations, reviewed on pages 2-8.

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Scandinavia: four reports from a billion dollar market

By HAROLD A. McNITT and GRANT OLSON
European Division, BIC

The four Nordic countries—Denmark, Finland, Norway, and Sweden—provide one of the world's most prosperous and accessible markets for U.S. products. Continued rapid growth of industry throughout the area assures demand for sophisticated machinery and instrumentation. The high level of consumer purchasing power also provides a strong market for quality consumer goods.

HAROLD McNITT

The four countries' imports from the United States last year reached a record level of $1.1 billion, a 10% rise over 1968. Sweden is the largest customer, accounting last year for 45% of total Nordic area purchases from this country. Sweden is followed by Denmark (26%), Norway (20%) and Finland (9%). The U.S. share of the entire Nordic area market was 7.7% in 1969.

Machinery and commercial aircraft ranked highest in American exports to each of the Nordic countries last year. Chemicals, instruments, and agricultural commodities also placed high. The pattern of U.S. exports is similar in the four countries despite significant economic differences.

Combined gross national product for the Nordic countries was about $62 billion last year. This represents a high level of output for a population of only 22 million. Per capita GNP for the Nordic area as a whole is higher than that of most Western European countries.

Growth of industry in these countries is matched by a rapid expansion of metropolitan centers, including the capital cities of Copenhagen, Stockholm, Helsinki and Oslo. Large shopping centers and new towns are springing up around older cities and towns.

The Nordic markets are among the most accessible anywhere. Tariffs are low-to-moderate and are being progressively reduced for most industrial products as a result of concessions made in the Kennedy Round. Non-agricultural imports are virtually free of quantitative import restrictions. Transport and communications are excellent.

During the past decade the Nordic countries made rapid strides toward closer economic, financial and cultural ties. The chief instrument for intra-Nordic cooperation has been the Nordic Council, which includes Iceland as well. Recently, progress has been made toward the establishment of a common Nordic customs union (called NORDEC) to include Denmark, Finland, Norway, and Sweden. Negotiators of the four countries approved a draft treaty for NORDEC in February, and the agreement now awaits signing by the four governments as well as ratification by their parliaments. The NORDEC proposal also includes joint agricultural and fishery policies, a Nordic Investment Bank, and several other types of economic cooperation.

GRANT OLSON

U.S. exporters to the Nordic market have an ideal showcase in which to display their products and establish agency contacts. The U.S. Trade Center for Scandinavia, located in downtown Stockholm, has proved its effectiveness since opening in 1965. During fiscal year 1969, off-the-floor sales reached a record level of more than $2.1 million while exhibitors' twelve-month projected sales totaled almost $23.6 million. (For report on latest show, see page 21.)

In November the United States will present a fair in Copenhagen featuring printing and bookbinding equipment plus food processing and packaging equipment.

The informative articles that follow were written by the U.S. commercial attaches in Denmark, Finland, Norway, and Sweden.

Swedes apply boom curbs

Active economy and higher local production costs augur well for marketing opportunities

By RICHARD GARNITZ
Commercial Attache, U.S. Embassy, Stockholm

The present state of Sweden's economy can be described as a pronounced boom with a substantial deficit in the balance of payments. As a result the Government is continuing to pursue a restrictive monetary policy designed to prevent further overheating of the economy and to rebuild Sweden's foreign exchange reserves.

Sweden, however, remains economically strong with an increasing export trade, with full employment, with increased private investment, and with a newly developed program of combined Government and private investment.

The outlook for increased exports to Sweden is good. There is a continuing increase in demand both at home and abroad for Swedish products, resulting in an increased investment in industry by both the private and government sectors and substantial additions to plant capacity. The accompanying increase in labor demands has resulted in higher wages and thus higher production costs.

The Swedes have the second highest living standard in the world with a per capita income of more than $3500 and the country has a total gross national product of nearly 30 billion dollars.

Basic industries still account for a significant part of Sweden's production. It ranks third in the world in woodpulp, fifth in timber, sixth in newsprint and first in the exports of iron ore. Sweden is still heavily dependent on imports of liquid and solid fuels. In spite of the growth of hydroelectric power, only one-third of the total energy requirements can be produced domestically.

Sweden has attempted to maintain farm incomes in close parity with industrial incomes, via protection of commodities by import taxes. This, in the past, has re-

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sulted in a high level of self-sufficiency in caloric measurement but, as the percentage of workers in the agriculture area decreases, this self-sufficiency will suffer and the import market will increase. Such things as cotton, tobacco, coffee, fruits and vegetables already are import demand items.

In addition to the above factors, Sweden, in order to encourage increased international trade and to attempt to maintain the competitiveness of its own domestic products, has followed a consistently liberal trading policy with a present average of 6 to 7% industrial tariff for non-EFTA nations and lower averages to be expected as a result of the Kennedy Round negotiations under GATT. It must be noted parenthetically, however, that if the NORDEC union becomes an actuality with a common external tariff, some Swedish tariffs will rise.

All these factors combined, e.g. increased production, increased wages, increased demand, increased costs, low tariffs, high employment and high standard of living total an extremely attractive selling market for U.S. firms.

Foreign trade developments

Sweden's trade deficit increased this year from $171 million to about $211 million. This, as noted, happened in spite of a healthy 15% increase in exports but in face of an import increase in the same proportion.

Sweden's EFTA partners were the largest customers for its products, taking more than 40% of its total exports, and also the largest suppliers of its import intake. Individually, the United Kingdom is the biggest customer for Swedish products, followed closely by West Germany and then Denmark, Norway, and the United States.

Much the same picture emerges on the supplying side with West Germany taking over first place from Great Britain as the prominent source of imports. However, with the revaluation of the German Mark and its labor troubles and rising ocsts, West Germany's hold on this market becomes more vulnerable. The United States maintains third place, behind the United Kingdom, in the list of suppliers.

The largest item of Swedish imports from the United States in 1969 was nonelectrical machinery; this was followed by aircraft and parts, chemicals and pharmaceutical products, advanced instrumentation, fruits and vegetables. In turn, we purchased from Sweden automobiles, iron and steel, paper and wood-pulp, nonferrous metal products and machinery.

The record sales being made to Sweden by U.S. exporters do not include an extremely important item and this exclusion tends to cloud the picture. That item is the total of sales made to Sweden by American subsidiaries or licensees abroad manufacturing American products. These firms often develop into the most important competition of U.S.-based companies and are believed, unofficially, to deliver products to the value of, or more than, those delivered directly from the United States. While only the partnership share or licensee fee returns to the United States, this also is estimated to be a large addition to our sales figure.

U.S. trade opportunities

The Embassy believes the Swedish market will continue to grow and become a more important target for American producers of goods and services. However, as it grows as a target for U.S. suppliers, it becomes equally attractive for our competitors from Great Britain (18% increase in 1969), West Germany (17% increase in 1969), Canada (23% increase in 1969), Japan (12% increase in 1969), and other major trading countries. It must be noted that of all Sweden's major trading partners, the United States rate of increase in sales (6%) was the smallest.

The Swedish market offers tremendous opportunities for many American products. They must, however, be merchandised for the Swedish market and efficiently and actively promoted. A Swedish agent is imperative. More often than not, a European agent in Brussels or Geneva or Frankfurt or Paris overlooks the growing importance of the Nordic area. He is not present to follow-up, service and resell the products. Export models of advanced machinery should be converted to metric measurements and should be supplied with instruments and equipment designed to meet the high Swedish electrical standards—115 volts, 50 cycles AC or 220/380 volts etc. Spare parts, maintenance and service must be made readily available by the American principal or his local representative.

Most important, perhaps, those products meant to be marketed here must be reasonably new, sophisticated and extremely attractive. Sweden and the Swedes make up a modern and sophisticated nation that demands and receives the best for its money. It is strongly suggested that prospective exporters make use of the advice, assistance and facilities available to them through the U.S. Departments of Commerce and State. Your nearest U.S. Department of Commerce Field Office can give you details on these many existing forms of assistance.

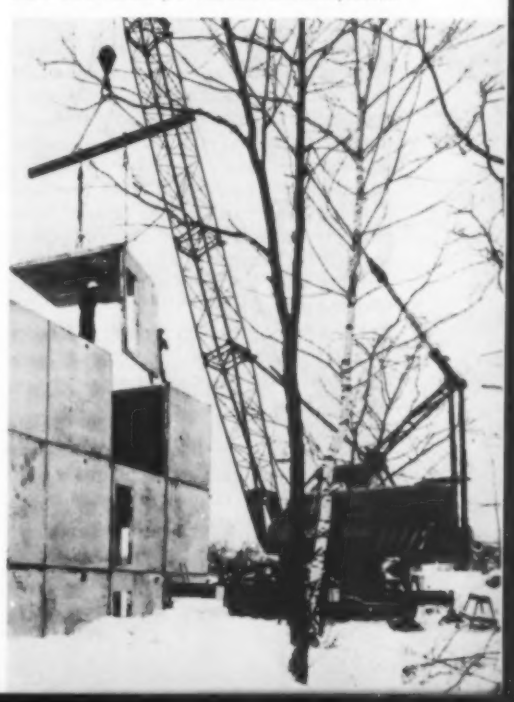
One excellent facility available in Sweden is the U.S. Trade Center for Scandinavia which is located in Stockholm. The Trade Center has in its 5 years of existence mounted 38 industry-wide exhibitions of U.S.-made products and more than 150 additional shows sponsored by individual American firms or their representatives. Nearly 65,000 invited Swedish industrial visitors have registered at the Trade Center, buying more than $4.5 million in goods off the floor and negotiating for another nearly $70 million in sales over the 12 months following the exhibition.

The opportunities for using this facility as part of an industry-wide show or, without cost, for your company's individual exhibition are many and the requirements are simple. We suggest you contact the nearest U.S. Department of Commerce Field Office or the Department's Commercial Exhibitions Program in Washington for all the details.

Specific opportunities

The continuing labor shortage in Sweden, combined with its need for improving its balance of trade, create a demand for advanced labor-saving and production-increasing machinery. The industries with the greatest needs for new machinery and equipment in 1970 are (in order of size of planned investment): engineering (which includes machinery, metal fabrication and motor vehicles); pulp and paper; iron, steel and other metal-working industries; the chemical sector(including rubber and petroleum); and the food industry (including beverages and tobacco). In addition, substantial construction is plan-

SWEDEN'S LABOR SHORTAGE has spurred the development of labor-saving techniques. This building method requires an erection crew of only three men, shown below hoisting a wall-floor unit into position.



ned by the public utilities (electric, gas and water works), as well as the engineering, pulp and paper and food industries. This demand results in excellent opportunities for American manufacturers.

As in many other countries, a fear of the effects of industrial civilization on nature and humans has developed. The result of this fear is an increasing interest in equipment to combat air, soil and water pollution and noise control. A recent successful exhibition at the U.S. Trade Center developed an increased interest in U.S.-made products and services for this general area.

The continued growth of economic activity and the rise in wages (the new budget anticipates an increase of more than 8% on the wage rate) naturally creates greater demand for quality consumer goods. American manufacturers and growers have an excellent opportunity to help satisfy the demand for everything from clothing to food. Sweden has a high percentage of families with both husband and wife working; this results in an increasing interest in American processed—particularly quick-cooking—foods.

Currently, there appears to exist a good sales potential for the following broad categories of manufactured goods and services (not necessarily in the order of most importance): environmental pollution and noise control equipment; industrial process controls and instrumentation; advanced electronic components; industrial data processing equipment; electronic testing and production equipment; equipment and accessories for the shipbuilding and maritime industries; innovation business machines; aircraft and aviation electronics; newly-developed medical, surgical and scientific instruments; specialized machinery and equipment for pulp and paper industries; industrial heating, ventilating and air conditioning systems; selected building materials and construction equipment; advanced printing and bookbinding equipment; recently developed metalworking machinery and equipment; automotive maintenance and servicing equipment adaptable to Swedish and other European passenger and truck motor vehicles; cost-reducing materials handling equipment; industrial chemicals; textiles and men's clothing (net knitted); and photographic film and equipment.

Food products which can sell in Sweden include: frozen, cured, and smoked meat and meat extracts; canned food specialties, such as soups, meat pies, puddings and other desserts; "Chinese" foods; canned fruits, vegetables, preserves, jams and jellies; and dried and dehydrated fruits and vegetables (raisins, prunes, apricots, apples, pears, mixed fruit, etc.).

Balance of payments problems are causing Denmark to place restraints on prospering economy

Good growth rate was recorded in 1969 but 18% import rise exacerbated already critical balance of payments situation

By ROBERT A. BROWN
Commercial Attache,
U.S. Embassy, Copenhagen

The past year was one of strong expansion for Denmark. A real growth rate of 7% brought per capita GNP close to $2,900, or about two-thirds of the U.S. rate. Both public and private consumption went up at rates corresponding to the output, but investment, after a temporary standstill in 1968, grew by over 20%. Investment activity was high in public facilities as well as in housing (50,000 new units for a population under 5 million) and other industries. Manufacturing industries increased plant investment by 23% and machinery and equipment purchases by 30%, according to industry estimates.

The high rate of activity was produced by increased demand in all sectors. Improved employment and income rises of 10-12% boosted private consumption; government spending rose despite efforts of budgetary austerity; and exports went up by 15%—industrial exports significantly by 20%. This was not enough, however, to finance the even more rapidly rising imports of both consumer and investment goods, and a further deterioration of Denmark's already critical balance of payments situation resulted.

Limited exchange reserves and the greater difficulty and higher costs of meeting the deficit by borrowing in foreign markets are causing the Danish Government growing concern. The limited measures introduced at the time of the foreign exchange crisis of May 1969, brought about by the speculative flight of capital into German marks, had little apparent effect, despite the increase in the discount rate to 9%, a record high. Further credit restrictions are now being contemplated.

The Government also hopes that sharply increased income taxation under the pay-as-you-earn system, which went into effect on Jan. 1, 1970, may eventually restrain consumer spending and consequently ease the pressure on prices, wages, and foreign exchange reserves. Thus far, however, the consumer market has not reacted. Spending in January was 11% over last year, but this may be a carry-over from 1969, when the so-called taxfree year attracted many workers, particularly women, to return to the labor market.

The rise in disposable income was reflected in demand for automobiles and other consumer durables. Car imports rose 40% but the Danish market is still concentrating on small and medium size cars with an average import cost of little over $1,000 per unit. Both Ford and GM cars crowd the Copenhagen streets but they are the German or British brands rather than the American. This is but one example of U.S. companies supplying an important part of the Danish market without it showing in American export statistics.

The 18% rise in Danish imports in 1969 did not benefit U.S. exporters correspondingly, but the overall picture is blurred by reduced U.S. export figures for selected agricultural commodities, including grain and fodders, soybeans, tobacco and fresh fruits.

Non-farm exports did well

While overall U.S. exports to Denmark rose only 7% in 1969 and the U.S. share of the total Danish market dropped from 8.5 to 7.7%, U.S. exports outside the farm sector had a better than average performance with an increase of 25% as compared to an overall Danish import rise of about 20%.

Industrial chemicals showed a good record with continued good prospects, although sharply increasing imports of, for instance, ammonia, was supplied by American vendors from sources outside the United States and American exports of raw plastics dropped simply on account of non-availability. The Danes are willing to buy at current prices when the United States is able to deliver.

The high rate of activity in the Danish

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building sector boosted American exports of various wood products, especially Douglas fir plywood. Imports from the United States more than tripled in 1969 because American quotations were considered very favorable. Stocks are now rather large so that a repeat performance can not be expected in 1970 but U.S. softwood plywood will continue to have a steady, and steadily increasing, market in Denmark.

Imports of building materials will depend upon the extent to which the building industry will be permitted to hold its present pace. Though working at full capacity, demand is far from being met and housing standards do not measure up to other categories of consumption in the generally very high Danish standard-of-living. Nevertheless, government economists feel that Denmark's balance of payments troubles may be in part due to excessive investment in housing to the neglect of the export industries because of subsidies to housing, either direct or, more important, through controlled rents and favorable tax treatment. Bills in preparation may introduce some restraint on the demand for housing but industry momentum is sufficiently strong to keep activity high for quite some time.

Changed country in ten years

The long-run structural changes in Denmark, which seem to be accelerating, if anything, will make it an entirely different country in a decade or less. The freeing of resources from agriculture for use in the more productive industrial sector is probably favorable to U.S. long-range export interests. Denmark has little potential for primary industries and must put its emphasis on high technology and capital-intensive industries to utilize the skills of the Danish worker. With the rate of investment steadily above 20% of GNP, as compared to 16% in the United States, capital goods are becoming an increasing component of Danish imports.

Imports of non-electrical machinery rose over 25% in 1969, electrical equipment and components just under 25%. The United States registered a handsome improvement in the market but did not benefit fully from the import rise, probably because its exports are still concentrated largely on relatively few items, including aircraft engines and parts, earthmoving equipment, and punchcard and other office equipment. There is a growing market apparently for various small engines and specialized industrial equipment for processing and packing, including printing, and well established markets for pumps, valves, and transmission gears.

In the electronics field, the U.S. is benefiting from the growing demand for radio tubes, semi-conductors and related items but it is not keeping up the pace on other items, such as small motors and parts. In the field of instruments, U.S. exports are dropping off slightly despite an overall increase in Danish imports. This is due, however, to declining imports for the particular navigation, measuring and controlling devices which the United States has thus far marketed in Denmark. There is no indication that this market should weaken more than temporarily.

Most items are exported

Some U.S. exports of almost any listed commodity, though often of only token value, seem to indicate a potential for larger exports, given an active sales effort, competitive prices and quality. With tighter money hitting the prospective Danish importer and investor, favorable credit and payments conditions may gain a decisive influence.

Although automobiles are very high on the list of Danish imports, the high and progressive Danish taxation is literally prohibitive for American passenger cars. The loss of the small market for American trucks is not due to taxes, however, but rather to the competition from U.S. subsidiaries in Europe as well as from neighboring EFTA plants, such as the Swedish Volvo. The United States has a steady export of aircraft to the Scandinavian Airlines System (SAS) with France as the only real competitor and then only with respect to medium range aircraft.

The market for leisure wear of U.S. origin is expected to continue on the up-grade, and other articles of wearing apparel are beginning to come in, but for the time being imports are limited and based mainly on novelty appeal. This observation also applies to consumer goods in general; however, they may not enjoy quite as easy a market later in 1970 if government efforts to lessen demand are even moderately successful.

Despite high interest rates and tightening credit, as well as prospects for slackening consumer demand, industrial forecasts still reflect considerable optimism. Danish exports are expected to keep expanding for some time, dependent, of course, upon international trends, with a resulting continued rise in production. Business investment is expected to go up further, with construction very active; although some restrictions have been imposed upon local government financing, public sector investment and spending are not likely to show much restraint in 1970. Serious balance of payments difficulties may force the Danish government into further restrictive measures but considering the normal lag in their effectiveness, the immediate impact may be mostly psychological.

Denmark has changed from a primarily agricultural producer and exporter to a highly industrialized, urbanized nation in less than a generation.

The movement of people from the countryside brings with it a greater demand for infrastructure investment, schools, hospitals, roads, and sanitary installations, beyond the housing requirements and the investment within industries needed to absorb the labor. Not only are Danish provincial cities growing rapidly but it is estimated that by 1990, 4 million people will be living in the Copenhagen metropolitan area on both sides of the Oresund, the strait dividing Denmark and Sweden. This will create the greatest urban center of Scandinavia and the urbanization process will require enormous amounts of investment for new facilities.

European market developments

After many years of stagnation on European integration, 1969 brought rapid developments. A 1968 Danish initiative on expanded Nordic economic cooperation resulted in completion of negotiations on a draft treaty by which the four Nordic countries would move toward a common market in two stages, the first to be achieved by Jan. 1, 1972, and the second by Jan. 1, 1974.

In the meantime, Denmark indicated it intended to pursue vigorously its application to enter the European Community with Britain now that the long-standing French objections seem to have eased with the change of regimes. The apparent paradox of negotiating to enter two common markets simultaneously was resolved by agreeing to adjust Nordic tariffs in the first stage toward EEC levels and by giving Denmark and Norway the option of dropping out if there appears an active possibility of joining the European Economic Community.

These developments create conditions of considerable uncertainty for business, balanced by renewed possibilities of greater economic growth, business expansion, wider market access and an invigorated flow of investment and technology. The effect on U.S. trade is equally clouded. Entry into either market would involve greater difficulties, if not outright discrimination, for certain American exports, particularly agricultural products. It could also bring opportunities of participating in the resulting expansion of trade and investment.

Norway's market has entry point in U.S. Trade Center in Stockholm

Growing number of Norwegian businessmen are visiting Center, described as a 'side door' for U.S. exporters

By MARION E. ANDERSON
Commercial Attache,
U.S. Embassy, Oslo

American exporters who wish to enter the Norwegian market for the first time are urged to try the "side door" to Norway by exhibiting at the U.S. Trade Center for Scandinavia, which is located in Stockholm.

Evidence that the Trade Center is useful for American exporters to Norway is seen in the growing number of Norwegian businessmen who spend time and money to travel to Stockholm to attend the exhibits. In Fiscal Year 1969 (July 1, 1968-June 30, 1969) there were nearly 300 Norwegian registered visitors to the Trade Center, a figure which almost equals the total number of Norwegian visitors during Fiscal Years 1965 through 1968.

Among the advantages to be gained from using the Trade Center route are the following:

► Marketing Information—the Export Market Guide published by the Department of Commerce in connection with each exhibition at the Trade Center for Scandinavia contains background information on the Norwegian market. This is vital information that a new-to-market exporter could not duplicate on his own except at considerable expense.

► Identification of Target Audience—for each show staged at the Trade Center for Scandinavia, the Commercial Unit of the American Embassy at Oslo builds a mailing list to insure that the right people in Norway are invited to attend the exhibition.

► Identification of Potential Representatives—each exhibitor at a Trade Center show seeking representation in Norway receives a hand-picked list of Norwegian firms who are interested in importing from the United States. In effect, the Commercial Unit in Oslo serves as a "marriage broker" to introduce the interested parties from each country to each other.

► Publicity—in addition to the press releases circulated by the Trade Center, the Commercial Unit in Oslo makes sure that trade associations and technical and trade publications receive information about each exhibition.

The staff of the Commercial Unit also makes personal calls on important end-users of the products to be shown at the exhibitions. Prior to some exhibitions, the Oslo Commercial Unit, in cooperation with the Trade Center Director, gives a slide-presentation or film covering the products to be exhibited before a selected audience to encourage Norwegians to visit the Trade Center.

Get help from a local firm

In order to exploit the Norwegian market to the fullest extent possible, new U.S. exporters should appoint a Norwegian firm as representative or distributor. The right local firm knows the market better and can provide prompter and more efficient service and spare parts than a firm located outside of Norway. Allot sufficient time during an exhibition to talk to Norwegian visitors.

Forthcoming exhibitions at the Trade Center for Scandinavia are: Materials Handling, Apr. 13-18; Outdoor Life USA, May 20-26; and Advanced Reprographic Equipment, June 8-13, 1970.

American companies who decide to follow the Trade Center route to the Norwegian market should contact the Commercial Exhibits Program, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230 for detailed information on the Trade Center program. Foreign Trade Specialists at the Department of Commerce Field Offices are also prepared to assist exporters who wish to exhibit at the Trade Center.

Specific products for which export possibilities to Norway appear good include: helicopters and small aircraft; aircraft spare parts; navigational aids; paper converting machinery and equipment; refrigerating equipment for ships; catering equipment; deck machinery; electronic data processing equipment; diagnostic apparatus, IR and UV radiation equipment, other electromedical instruments and apparatus; electron and proton microscopes; other microscopes, and industrial process controls for chemical, metal-working, paper and food processing industries.

U.S. ROADBUILDING EQUIPMENT, shown here at work on a highway near Oslo, is one of many categories of U.S. goods which can sell in Norway. Some of the most promising export possibilities are listed above.

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Finns in economic upswing

Opportunities abound for U.S. suppliers of advanced machinery, equipment and services

By EDWARD C. HOWATT
Commercial Attache, U.S. Embassy, Helsinki

Finland devalued its currency in October 1967, and instituted in 1968 economic stabilization measures limiting wage and price increases and government spending. These restrictions were successful and in 1968 Finland achieved its first trade surplus in ten years. Last year, while exports continued to expand, imports increased even more because of industrial and consumer demand created by the active domestic economy. Nevertheless, shipping, tourism and other "invisible" items helped Finland again to achieve an overall surplus in its balance of payments. The government is continuing its economic stabilization program into 1970 and future prospects for trade and investment look good.

According to current estimates, the growth in Finland's gross national product last year was about 8% and it will increase by perhaps 6% during 1970. Total government and private investment activity was up some 13% in 1969, with the greatest impetus coming from the private sector. Investment in machinery and equipment by Finnish companies increased by about 25% last year. It should continue high in the early 1970's, particularly in manufacturing and in the transport and communication sectors.

Production in the manufacturing industry went up about 10% in 1969 and is expected to increase at nearly the same rate in 1970. Agricultural production, on the other hand, held about even last year and should drop off to some extent this year because of government measures to restrict farm output and to reduce the number of people engaged in agriculture and forestry.

Employment improved sharply in 1969 with the unemployment rate dropping to an average of about 2.8%. Expectations are that unemployment will not average much more than 2% this year. The cost of living index is expected to remain relatively steady, increasing by perhaps 2-3% during 1970.

Problems could develop

The short-range outlook for the economy is favorable but potential problems are foreseen in the growing shortage of skilled labor, lack of certain basic raw materials, insufficient increase in productive capacity, a lack of capital, a tightening of the monetary market, increasing international prices of some raw materials, and weakening business activity abroad. If the domestic economy should slow down somewhat during 1971, and if imports should continue to increase more rapidly than exports, Finland may find that some restrictive measures will become necessary in order to protect its balance of payments position.

More detailed analyses of Finland's economy may be found in the Embassy's semi-annual Economic Trends Report and the more recent World Trade Outlook article (INTERNATIONAL COMMERCE, Dec. 1, 1969 and Jan. 19, 1970).

Finnish exports in 1969 amounted to just under $2 billion, up more than 21% over 1968. Imports topped the $2 billion figure last year, having increased over 26%. These trends are expected to continue through 1970 as well.

The European Free Trade Association (EFTA) countries account for about 40% of Finland's foreign trade, roughly 25% is with the European Economic Community (EEC), and about 17% is with the Soviet Union and bloc countries. Finland's leading customers, in order of relative importance, are the United Kingdom, the Soviet Union, Sweden, West Germany and the United States. Her most important suppliers are the same countries in different order: West Germany, Sweden, the United Kingdom, the Soviet Union and the United States. In 1969 the United States bought 6% ($119 million) of Finland's exports and provided just over 5% ($103.3 million) of its imports.

Finland has been an associate member of EFTA since 1961. Generally, all non-agricultural goods traded between EFTA countries are duty-free. Finland is presently engaged in negotiations with Denmark, Norway and Sweden aimed at increased Nordic economic cooperation (NORDEK). Its future trading position with both groups of countries is uncertain, however, because of the indicated intentions of the United Kingdom, Denmark and Norway to apply for EEC membership.

Finland is a member of the General Agreement on Tariffs and Trade (GATT). In the Kennedy Round of tariff negotiations it agreed to tariff reductions averaging 42.5% on about 87% of its imports by value. The most recent tariff re-

U.K. export promotion

Prince Philip is scheduled to visit Finland Sept. 22-25, 1970, in connection with the "Britain Presents 1970" exhibition at the Helsinki International Trade Fair, Sept. 17-27. With Prince Philip as an honored guest, the Finnish Fair Corporation is planning an "England Day" at the fair. The British are planning for 103 firms to exhibit in a total area of more than 4,000 square meters.

The Prince will also inaugurate the British consumer goods promotion which will take place from Sept. 25 to Oct. 8 and will include all the leading Finnish retailers. Some 7,000 stores and shops in Helsinki and other major cities will participate.

The visit of Prince Philip for these two activities will bring to a climax the "Britain in Finland 1970" campaign which is extending throughout the year.

Bank buys computers

The Bank of Finland in Helsinki has contracted with the Sperry Rand Finland Co.'s Univac Division for two UNIVAC 1108 multiprocessor computer systems, valued at $4.4 million, to provide computer services for all of the Finnish universities. When installed, the system will be the largest computer complex serving universities in Scandanavia.

The contract was made by the Bank of Finland on behalf of SITRA, the Finnish Independence Jubilee Fund 1967. To commemorate Finland's 50th year of Independence, the Finnish Parliament established the fund in 1967 to further the nation's economy through research and education.

Installation of the central site computers will take place at the Finnish State Computer Center in Helsinki.

ductions were made on Jan. 1, 1970.

Finland's trade with the Soviet Union and bloc countries is based on bilateral trade agreements concluded for five years at a time and then reviewed annually during that period. Most of Finland's imports from the USSR consist of liquid and solid fuels and other raw materials. Finland is now negotiating the purchase of a Soviet nuclear power plant and is considering also the purchase of electric locomotives and natural gas.

The British are demonstrating their awareness of the value of the Finnish market with a major export drive continuing throughout 1970. There will be a series of trade missions and trade shows during the year and a retail promotion this fall extending to most of the major stores in Finland. It is anticipated that the Government of Norway may decide to establish a trade center in Helsinki.

Commercial opportunities

The Market Share Report for Finland (MSR 70-90019, INTERNATIONAL COMMERCE, Jan. 26, 1969) indicates that in 1968 the United States had million-dollar markets in this country for such products as inorganic bases including anhydrous ammonia, products of polymerizing, organic chemical products including antiknock preparations, piston engines, statistical machines, machinery for paper mills, construction and mining machinery, pumps and centrifuges, mechanical handling equipment, specialized machine parts and accessories, electric measuring and control equipment, motor vehicle parts, aircraft and parts, and photographic film. These categories continue to offer excellent opportunities for sales.

The Country Market Digest for Finland (Commerce publication IMIS 69-18) discusses the best prospects for United States exports to Finland. Among products covered are advanced engineering machinery; auxiliary equipment for pulp, paper and board manufacture; electrical and electronic machinery and components; shipyard and marine equipment; industrial process controls and advanced instruments; machinery for the chemical industry; automotive equipment; electronic computers and data processing equipment; food processing and packaging machinery; mining and construction machinery; food specialties and business and personal services.

Many of the preceding items are also in demand in the other Nordic countries. Businessmen travelling to northern Europe, therefore, would do well to visit several countries instead of just one or two in this area. See the Overseas Business Report, Market Profiles for Western Europe and Canada (OBR 69-29), for further information.

It would also be advisable to consider forming or joining specialized trade missions to Finland and other Nordic countries, and also participating in shows at the United States Trade Center for Scandinavia at Stockholm.

Other opportunities for developing Finnish business contacts may be found through visits to or participation in such regular Helsinki trade shows as the Boat and Camping Fair, Home and Leisure Exhibition, International Transport Exhibition, Helsinki International Trade Fair, Exhibition of Business Machines and Equipment, Food Fair, Building Materials and Supplies Exhibition, and the International Agricultural Fair to be held near Turku (INTERNATIONAL COMMERCE, Dec. 29, 1969).

Finnish businessmen do not take kindly to purchasing imported products through agents in third countries. They do not like to see sales commissions paid outside Finland and they are doubtful about the availability of spare parts and services. Accordingly the Embassy recommends that American companies exporting to Finland do so either through their own branches or subsidiaries in this country or through Finnish representatives.

A recent survey by the Federation of Finnish Industries concludes that Finland's greatest industrial investments in the future will be made in electricity generating plants and in the wood processing, metal and chemical industries.

As in many industrial countries, Finland's electricity requirements are increasing by about 10% annually. Estimates are that consumption of electrical energy will be almost quadrupled by 1990, rising from the present 20 billion kilowatt hours per year to approximately 75 billion kilowatt hours. As Finland's hydroelectric potential has now been almost completely exploited, it must turn to other sources of power. Both the Finnish government and industry now favor construction of nuclear reactors to meet future power requirements.

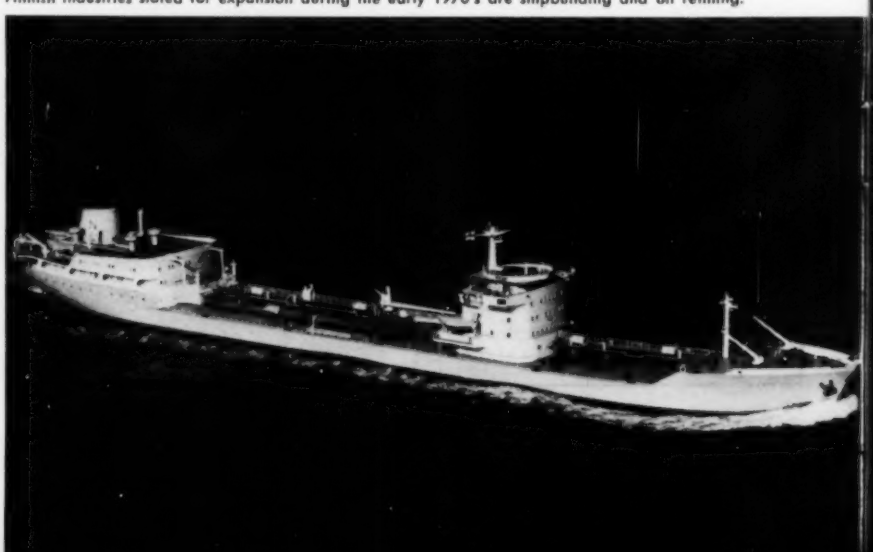
The Finnish Government is now concluding negotiations with the Soviet Union for a nuclear reactor to be completed in 1976.

In spite of an excise tax which is largely responsible for pricing imported motor vehicles in Finland at three to four times the list price in exporting countries, more than 100,000 new vehicles were sold last year—up more than 70% from 1968. About one-third of the nearly 800,000 vehicles now on the road are more than five years old. The joint Swedish/Finnish Saab-Valmet automobile assembly plant in Finland was started last year to produce up to 30,000 cars annually, largely for export. It has now delivered about 700 Saab passenger cars and plans have already been announced for expansion of the factory. Another Finnish company has begun trial assembly of Volkswagens and other vehicle manufacturers are considering similar moves in Finland.

These developments point to an increasing need for a wide range of ancillary services and equipment including roads, traffic signs and signals, parking facilities, service stations, maintenance and repair equipment, and automatic car washes. People travelling by car in Finland will also appreciate more and better motels and drive-in eating places.

While pollution control problems are not yet as urgent in Finland as elsewhere in western Europe and in the United States, Finland is nevertheless becoming increasingly aware of the need for action. Accordingly, environmental pollution control equipment and systems for both water and air would seem to offer unusual sales opportunities.

THE MOTOR TANKER "TERVI" brings oil to Finland for refining by the state oil company, Neste Oy. Among Finnish industries slated for expansion during the early 1970's are shipbuilding and oil refining.



XUM

Arkansas agency's seminar to explore business with Canada

Representatives of both industry and Government will participate

Arkansas exporters and potential exporters are invited by the State's Industrial Development Commission to attend a seminar on doing business with Canada, scheduled for Apr. 15 in Little Rock.

Robert A. Podesta, Assistant Secretary of Commerce for Economic Development, will be the keynote speaker. The morning session will focus on Arkansas representatives, including David White, plant manager, Allis Chalmers, Little Rock. The afternoon program will feature two Canadian spokesmen, one from Government and one from industry, as follows:

Robert G. Head, Assistant Deputy Minister, Department of Industry, Trade and Commerce, Ottawa, responsible for industrial development for the Canadian Government; and R. W. Bonner, senior vice president of MacMillan Bloedel Ltd., Vancouver, British Columbia, pulp and paper manufacturers.

A Canadian Government tariff expert, the Canadian Consul at Dallas, an official from the Province of Quebec, and representatives from several Canadian banks also will attend and will be available for questions from the floor.

Write: Adrian Williamson, Jr., Director, Arkansas Industrial Development Commission, Capitol Bldg., Little Rock, Ark., 72201.

DISC incentive proposal described

A tax incentive proposal for U.S. companies selling overseas has been advanced by the Treasury Department for further consideration and is being discussed in the export community. It was outlined last month to the members of the Taxation Committee of the National Export Expansion Council at a Washington meeting, after being introduced at the National Foreign Trade Convention last fall.

Broadly, the proposal would provide income tax deferral on U.S. exports through establishment of a special entity called a Domestic International Sales Corporation (DISC).

At present, the U.S. tax on earnings of a foreign manufacturing subsidiary of a U.S. parent is deferred until those earnings are repatriated; but a domestic exporting corporation is taxed on its earnings currently.

The proposal, one of several approaches aimed toward equality of tax treatment and simplification of procedures for exporting corporations, has generated substantial interest within the Administration and the business community.

Principal aspects of the proposal, as interpreted by specialists in the Commerce Department's Office of Commercial and Financial Policy, are:

- Any company exporting goods and ancillary services would be permitted to form a U.S. corporation (DISC) which would be entitled to defer all of its export profits from current taxation.
- The U.S. tax on DISC income would be deferred as long as the income was used in the corporation's export business or invested in export-related assets and not distributed to shareholders.
- Export-related assets would include obligations representing loans made by a DISC to domestic producers to finance investments in domestic export manufacturing facilities.
- A domestic corporation would qualify as a DISC if most (say 95%) of its gross income is derived from export sales and other export-related transactions and activities, and most of its assets are export-related.
- As for allocation of profits on transactions between parent and DISC, a new set of rules would be evolved to permit transfer of a portion of the total profit to the DISC where it would be eligible for the deferral privilege.
- Generally, for a company already in the export business, tax-free reorganization would be permitted in order to telescope its foreign operations into the DISC.

Exporting through a foreign subsidiary requires operation under a foreign corporation law, with foreign accounting principles, foreign lawyers and accountants, and foreign advisors, Edwin S. Cohen, Assistant Secretary of the Treasury for Tax Policy, points out. "Where goods are produced in the United States for sales abroad," he asks, "can we not achieve some advantages of simplification, as well as other practical advantages, by permitting international sales subsidiaries to be organized under U.S. laws, subject to appropriate safeguards, with substantially the same effect as if they were incorporated abroad?"

The Treasury Department welcomes comments from the business community as to the effect the DISC proposal would have on exports. **Write:** Special Assistant for International Tax Affairs, Department of the Treasury, Washington, D.C. 20220.

Commerce Department officials report that members of the NEEC Taxation Committee, at last month's session with Treasury officials, favorably received the plan.

Indian advertisers sponsor nation's 1st TV conference

The Indian Society of Advertisers will sponsor India's first major national television conference in New Delhi on Apr. 16-18. The conference, the theme of which is to be The Social Impact of Television, has aroused considerable interest in industrial and business circles. It will consider a wide variety of topics relating to the role of television in development, including the economics of the industry, the relationship of government to the mass media, the manufacture of sets and other equipment, television as an art form, and the possibilities of commercial programming. A live, closed-circuit color television, supported by video tapes, will be used for demonstration purposes.

Under an agreement with the U.S. National Aeronautics and Space Administration, the Government of India will launch a synchronous satellite in 1972 to provide television service to sets in approximately 55,000 Indian villages. During the next ten years, India plans to establish a national television grid which will offer service to about 80% of the nation's population. It is hoped that this substantial increase in the use of the television medium will have a significant impact on national unity and on economic and social development.

Cleveland world traders join in 25th anniversary sessions

More than 1,000 executives from Ohio and neighboring States are expected to gather on Apr. 3 for the 25th Annual Cleveland World Trade Conference, presented by the city's World Trade Association and sponsored by the Greater Cleveland Growth Association.

Theme of the one-day meeting, to be held at the Statler-Hilton downtown, is "Skill, Salesmanship, Service—Tools to Bridge the World Trade Gap." International marketing, financing, imports, transportation, and advertising will be among the subjects discussed, according to Donald F. Kramer, conference chairman. Kramer is a partner in the Cleveland firm of Marus, Weimer & Kramer, combination export managers.

Principal speakers are to include Robert McLellan, Deputy Assistant Secretary for Business Development, U.S. Department of Commerce; Daniel Schorr, Washington correspondent for CBS News; and R. Alex McCullough, Director, Export-Import Bank of the United States.

Schorr will deliver the keynote address to begin the conference at 10 a.m. McCullough will speak following a luncheon and McLellan will be the dinner speaker.

John B. Rhodes, vice president of Booz, Allen and Hamilton, Inc., will moderate the morning panel, reflecting the conference theme. Panelists and their subjects are: Harry B. Osborn, Jr., vice president for marketing, Park-Ohio Industries, marketing; Campbell W. Elliott, senior vice president, Midland-Ross Corp., licensing and joint ventures; D. W. Hart, executive vice president, White Motor International, S.A., international financing; and Martin J. Marshall, U.K. Consul-General in Cleveland, imports.

Two afternoon panels, a transportation forum and an advertising seminar, will follow luncheon. Moderator of the transportation forum will be Mrs. Helen Delich Bentley, Chairman of the Federal Maritime Commission. Panelists are James J. Reynolds, president, American Institute of Merchant Shipping, who will speak on U.S. shipping; George E. Wilson, assistant administrator for development, St. Lawrence Seaway Development Corporation, on the seaway; and Admiral James A. Hirschfield, president, Lake Carriers Association, on interlake trade.

The advertising seminar will have Robert C. Coder, account supervisor, Batten, Barton, Durstine & Osborn, Inc., and James A. Oakes, advertising manager, Timken Roller Bearing Co., speaking on international advertising.

Nationality exhibits are being planned to commemorate the conference's silver anniversary.

Conference co-sponsors are the U.S. Department of Commerce and the Lake Erie Chapter of the International Advertising Association.

For further information, **write:** Executive Director, Cleveland World Trade Association, 690 Union Commerce Bldg., Cleveland, Ohio 44115.

Cleveland mission reports

Sent abroad by local trade groups, businessmen find prospects in Spain, Italy, Germany

A Cleveland trade mission returned from Europe last month enthusiastic about the markets it had found, according to its leader, William Adams II.

Adams, President of the Greater Cleveland Growth Association, joined Mayor Carl B. Stokes and Port of Cleveland Executive Director Richard L. Schultz in spearheading the 19-day mission to Spain, Italy, and West Germany.

"We didn't get any new orders immediately but we hadn't expected to," said Adams. "However, we got some Europeans interested in us and more Cleveland area companies interested in the opportunities afforded in international trade. All of this is on the plus side as far as we are concerned."

One of the participants estimated that as a whole, the mission could expect business results to reach $1 million or more within the next 12 months.

Some 22 executives made the trip, 15 of whom represented busines related to the metalworking industry. Among the others were governmental officials, trade association executives, and bank officers. Of the company representatives, only three had traveled to Europe on business previously.

Stops included Barcelona, Milan, Duesseldorf, Frankfurt, and Bremen. In addition, many of the executives fanned out for scheduled appointments in 21 other major cities in Spain, Switzerland, Italy, West Germany, England, France, and the Netherlands.

Cooperative effort

A team effort by the Greater Cleveland Growth Association, Cleveland World Trade Association, and Cleveland-Cuyahoga County Port Authority, assisted by the Cleveland Field Office of the U.S. Department of Commerce, was responsible for planning the mission. Advance contacts were made through U.S. Consular offices in the cities visited, through the Brussels office of the Ohio Development Department, and through the Society National Bank, of Cleveland; which arranged meetings with leading banks in Milan, Duesseldorf, and Frankfurt.

A sampling of opinion from several businessmen making the trip seemed to bear out Adams' evaluation as to the mission's success:

Robert Bry, vice president, Otis Elevator Co. (power industrial lift trucks, cranes, materials handling equipment), said:

"I found definite markets for one and two-shot material handling devices, also for fork-lift trucks such as special warehouse trucks. It looks as if these markets will also develop in a couple of years in Spain where industrialization as we know it is just beginning.

"Many European businessmen, especially some in the export business, were

XUM

CLEVELAND TRADE MISSION leaves Hopkins International Airport bound for Barcelona, the first stop on a business tour to Spain, Italy, and West Germany. At extreme left on top of boarding ramp is William Adams II, who led the mission. (Photo by George Heinz, Cleveland Plain Dealer)

not really aware of the port of Cleveland, its facilities and potential. We think we've gotten this message across, too."

John M. Douglas, director of marketing, Cleveland Controls, Inc. (combustion controls, instruments, control systems for commercial and industrial installations): "We were doing spade work for distributorships and had a good response in Milan where they seemed interested in U.S. products and technology. From responses to prior correspondence, we were able to come up with three companies definitely interested in our products. Prospects are that one of these will be our distributor and the other two customers.

"In Germany we found that our products were being manufactured domestically. Therefore, pricing, duties and export packing costs become a critical competitive factor. Possibilities for joint ventures exist, however."

John V. McFadden, vice president, M T.D. Products, Inc. (lawn mowers, snow throwers, garden tractors, tillers): "I found an intriguing market for consumer hard goods because of the rising level of personal income in the areas we visited."

Michael T. Olle, Sr., chairman of the board, Progress Products, Inc. (heavy-duty-machinery repair): "I found a need for my company's service in Germany. The punch press manufacturers there are slow in repairing presses. The manager of a local trade association in the Ruhr area was very helpful. He knew every punch press user in the Ruhr. In Barcelona, I came across an opportunity where a manufacturer of small electrical parts had converted a 45-ton press from bell drive to air clutch.

"I was encouraged by the trip and can see definite market possibilities. I may end up building a branch in Europe."

Robert J. Quinn, managing director,

AT ROTTERDAM PORT, Cleveland Mayor Carl Stokes (third from l.) joins (from l.) Robert Bry, Richard Schultz, and Anthony Calabrese on special tour of facilities. Port official at right serves as guide.

MISSION MEMBER Jack Schron talks with official of American Chamber of Commerce in Barcelona.

American Industries Corp. (chemicals, materials handling equipment, aircraft components, molded rubber and plastic products): "We found opportunities for selling materials handling equipment in the Wes:phalia region of Germany. We also uncovered some possible Spanish markets for aircraft ground-support equipment.

"I was particularly impressed with the offers of assistance from banks and local chambers of commerce all over Germany in locating customers, representatives, and buying opportunities."

Jack H. Schron, president, Jergens, Inc. (accessory components for high-production machine tools): "We found markets for U.S. high (long) production machine tools. European machine tools are more precise than ours but can't take the continuous heavy pounding of three shifts per day. Until recently, they hadn't needed this durability, but now, with increasing production demands, they need our high-production tools. A good example is automated transfer equipment on automobile production lines.

"Increasing production costs in Germany and Italy will push their machine tool costs up. We feel we can compete.

"Something valuable we gained on the mission was an on-the-spot education as to how U.S. Trade Centers work. Based on what we saw in Milan and Frankfurt, we are exhibiting in Stockholm in April. A possible promotion for the future would be a 'Cleveland Week' at one of these Trade Centers. Larger Cleveland companies could carry the greatest part of the load and 'piggyback' some of the smaller companies."

Laurence C. A. Schwartz, President, World Trade Services (international business consultant): "I represented companies manufacturing air tools, fluid power nitrogen die cylinders and systems, rubber marine propeller shaft bearings, stuffing boxes, and soldering fluxes.

"I found many companies interested in what American industry has to offer. Representatives are ready to sell U.S. products, and competitive prices are not an absolute requirement provided goods are available on short delivery. I brought back inquiries that, when turned into quotes, will equal $150,000 worth of business.

"I talked with European competitors in air tools manufacture who indicated a desire to import certain types to round out their product lines. I also learned of a shortage of research engineers in Germany with the result that many German companies are willing to undertake licensing or joint venture arrangements in order to gain the benefits of American technology. This applies to various products."

Mayor joins mission

Mayor Stokes joined the group in Milan and in Duesseldorf. Said Adams: "In lengthy press sessions he emphasized Cleveland's position as a business-industry complex and a growing center of opportunity as a U.S. headquarters site for overseas firms."

The Mayor's presence aided the businessmen, they reported. "The Europeans knew that we had an important cooperative effort going with government, and that meant something to them," one trader pointed out.

Cleveland's port chief, Dick Schultz, was busy getting across his message that the city's seaport is 300 miles closer to Europe than east coast ports. Schultz and Port Authority board member Anthony Calabrese, Jr., visited port cities and shipping companies.

"I apprised forwarders and shipping interests all over Europe, that through a cooperative agreement between the Cleveland-Cuyahoga County Port Authority and the State of Ohio Development Department we now offer direct telex service between Brussels and Cleveland. This means we are in a position to give same-day service on answering questions about rates and services," said Schultz.

"Europeans just don't think of the possibility of shipping through the Cleveland port," said Calabrese. "We had to correct their impression that Cleveland had only a six-month shipping season."

"I already know one thing," Adams said. "The trip was a success and we intend to have more. There was a lot of Europe—especially Great Britain and the Scandinavian countries—that we did not touch. There are also Latin America and Asia which we could hit, and hope to."

Perhaps the best indication of the mission's success came from Schron, who declared, "All of us plan to go back."

SERVING CLEVELAND AND VICINITY, the Republic of Korea's first Honorary Consulate in the area has just been opened. Irvin M. Milner (right), Cleveland attorney, on Mar. 5 received from Korean Ambassador Dong Jo Kim (left) the Korean President's commission as first Honorary Consul. Attending the ceremony was Charles B. Stebbins (center), Director of the Commerce Department's Cleveland Field Office.

XUM

Smaller electronics firms lead U.S. as early users of customs carnets

International customs document serves as guarantee against payment of customs duties on goods temporarily imported

All exporters are eligible, but small electronics firms appear to have become the most frequent users of carnets since they were introduced in the United States last October.

This is one of the details that emerges in reports on the first few months of U.S. experience in using this newest export tool, according to the designated issuing agency in the United States, the U.S. Council of the International Chamber of Commerce.

"We've found them very helpful," says Mrs. Carmen Jordan of Coherent Radiation Laboratories of Palo Alto, Calif. "They're especially handy in Europe, where our representatives may want to parade new demonstration equipment around from country to country. The carnets let them cover as many countries as needed without paying any duties, provided, of course, that none of the equipment is sold."

"They're simple to use, too," said Mrs. Jordan. A slight holdup occurred the first time Coherent presented a carnet to U.S. Customs inspectors. "I don't think they had ever seen one before, and it took a little while to fill it out. We're all much more familiar with them now, though," she said.

Carnets are international customs documents which serve as guarantees against the payment of customs duties which may become due on goods temporarily imported and not re-exported. Besides customs duties the guarantee extends to all other duties and taxes payable on or in connection with temporary importation, including internal taxes and excise duties chargeable on imported goods. Not covered are fees and charges which are limited in amount to the approximate cost of services rendered and do not represent an indirect protection to domestic products or a taxation of imports for fiscal purposes.

The carnet itself is composed of a series of vouchers which list the goods to be covered and the countries to be visited. When the goods leave the U.S., the carnet is presented to a customs officer who certifies that the list is complete and correct. One of the vouchers is removed and retained by the U.S. Bureau of Customs until the goods are re-imported. From then on, a voucher is detached each time the carnet holder enters or leaves a country until the goods are returned to the United States. If the carnet-covered goods are sold or otherwise disposed of overseas, the carnet holder is responsible for paying the applicable import duties and taxes, and must certify to that effect for U.S. Customs.

This facility has been made available to Americans by U.S. adherence on Dec. 3, 1968, to five inter-related international customs conventions. They are the Customs conventions on: the ECS Carnets for Commercial Samples; the ATA Carnet for the Temporary Admission of Goods; the Temporary Importation of Professional Equipment; the International Transport of Goods under Cover of TIR Carnets; and, the Customs Convention on Containers. These conventions, together with the earlier International Convention to Facilitate the Importation of Commercial Samples and Advertising Materials, establish temporary importation of specified goods, and provide for the use of carnets to facilitate such importations.

Only issues ATA type

The ATA carnet convention provides for recognition of carnets for the importation of any goods temporarily admitted free under another international temporary importation convention to which a contracting government is a party or under temporary admission procedures of national laws and regulations. It is anticipated that because of its more comprehensive coverage, the use of the ATA carnet will eventually supersede that of the ECS carnet. In fact, the American carnet issuing organization, the U.S. Council of the International Chamber of Commerce, issues only ATA carnets. However, since some countries are a party to one convention and not the other, the United States has acceded to both.

The customs convention on professional equipment permits Americans to take cinematographic equipment, equipment for the press, for radio and television broadcasting and other tools of trade (such as medical instruments and measuring and calibrating equipment) into member countries for periods up to six months without payment of import duties. The ATA carnet may be used as a guarantee for customs duties to which such temporarily-entered equipment might be liable if not re-exported as specified.

The customs convention on containers allows temporary duty-free entry for up to three months of American containers now widely used for shipments in international trade. This facility is applicable to reusable containers, either loaded or empty, having an internal volume of one cubic meter or more, such as lift-vans, movable tanks, or other similar structures. This convention relates only to the customs treatment of the container, not its contents, and does not employ carnets.

Carnets for commercial samples and professional equipment can be used in countries which have signed the related conventions and designated local carnet issuing and guaranteeing associations. These countries include most major U.S. trading partners except Canada, Japan and the Latin American states.

The local carnet associations are members of the International Bureau of Chambers of Commerce carnet chain, and have two primary functions: to issue carnets to their residents, and to guarantee the payment of duties to local customs authorities should goods imported under cover of a foreign-issued carnet not be re-exported.

Carnets in no way substitute for the usual U.S. export control procedures.

A fee is charged for the carnet to cover services rendered by the U.S. Council. This fee is based on the value of the goods covered and runs from a minimum of $50 (for a shipment valued at $1,000-$10,000) to a maximum of $149 (for goods valued at $1 million or more). The rate is actually $50 plus 10¢ for each additional $1,000 of value over $10,000. In most instances, this works out to be less than ½ of 1% of the value of the goods covered.

Completed applications, with fee, should be accompanied by a bank letter of credit (or a cash deposit or bank guarantee) in favor of the U.S. Council, to remain in force for 30 months from the date of issuance of the carnet. The amount will be specified by the Council based on the duties due in the highest duty value country to be visited, plus 10%. This is required in order that the Council may have recourse should duties not be paid on goods exported under a carnet and sold overseas. The Council is willing to consider flexible guaranteeing arrangements under which a single instrument would cover more than one carnet.

Write: U.S. Council of the International Chamber of Commerce, 1212 Avenue of the Americas, New York, N.Y. 10036.

HOLDING THE 'E' CITATION for guests at the Texas ceremony are Jack O. Padrick, Director of Commerce's Office of Field Services, left, and Robert L. Baccus, president of A.R.A. Manufacturing Co. of Grand Prairie.

Texas company cools cars, planes on path to Presidential 'E' award

A.R.A. of Grand Prairie increased sales to foreign nations four-fold between 1966-68; used three U.S. Trade Centers

For increasing exports more than four-fold between 1966 and 1968, A.R.A. Manufacturing Co., Grand Prairie, Tex., a subsidiary of Texstar Corp., was awarded the Presidential 'E' citation for excellence in exporting. The Texas firm manufactures air conditioning and refrigeration units used in automobiles, small trucks, buses and aircraft.

To implement its overseas marketing program, the firm employed direct mail campaigns, participation in U.S. Trade Center activities, new product designs and foreign language advertising.

Obtaining foreign distribution was accomplished by establishing a separate department in the company to solicit foreign trade business. Direct mail sales letters were sent to prospective clients from lists obtained from the Department of Commerce, foreign chambers of commerce and trade leads from various sources, including INTERNATIONAL COMMERCE. Foreign chambers of commerce were also requested to publish the firm's product listings in monthly bulletins to members, which provides sales leads.

Customers thus contacted were sent comprehensive catalogs describing products in detail, along with service and parts information.

Established representatives

Representatives have been established in the Far East, Latin America and Europe and have been trained in the installation, service and sale of A.R.A. products.

Displays have been mounted by A.R.A. at the U.S. Trade Center in Bangkok for a 1967 Refrigeration Show, through which an exclusive agent was secured. Products were also shown in the U.S. Trade Center in Frankfurt's Automotive Service and Maintenance Equipment Exhibition, and space was booked at the U.S. Trade Center in Tokyo for between-show time last September.

Rather than sending its products to others for crating, and accepting delays in shipping time, A.R.A. designed various sizes of prefabricated crates that can be assembled and shipped immediately by its shipping department.

A.R.A. has informed all accounts of the various components which make up a complete auto air conditioner, such as compressors, evaporators, clutches, condensers and hose sets, and has advised them to contact their customs officials with regard to importing components rather than complete assemblies. Many customers have been successful in lowering their duty. Some customers are provided with completely "knocked-down" parts for assembly for the same purpose.

Some A.R.A. units have been custom-designed to adapt readily to the small European and Asian cars as well as to "right-hand drive" vehicles.

Correspondence is handled in Spanish and a Spanish translation of the A.R.A. service manual is available.

Blank printed brochures are furnished to customers so they may complete them in the local language. Art work and photographs are provided to customers desiring to print their own.

Eximbank helps finance Mexican plant expansion

A credit of $517,500 to Alumex, S. A. de C. V. of Mexico, to help finance the purchase from the United States of a continuous caster and rolling mill, has been authorized by the Export-Import Bank.

Total cost of the equipment is estimated at $1,150,000. The U.S. exporter, Hunter Engineering Co., will participate in the financing to the extent of $115,000, and the First Chicago International Banking Corp. will provide the balance of $517,500 with the guarantee of Eximbank.

Alumex is a Mexican aluminum fabricating company jointly owned by two U.S. companies, American Metal Climax Inc., and Boise Cascade Corp. The Mexican company began production of aluminum sheet, coil, and other products in April 1967 with a new plant financed in part with an Eximbank loan of $1.8 million authorized in July 1965. Expansion of the plant now is necessary to meet increased demands for aluminum sheet products in Mexico.

Eximbank's $517,500 loan is to be repaid in five semiannual installments beginning in August 1974, with interest on outstanding balances at an annual rate of 6%.

Foreign affiliates of U.S. firms expect to increase expenditures for plant, equipment 20% in '70

This increase would represent the most rapid growth in such outlays since 1965; last year's rise estimated at 12%

Foreign affiliates of U.S. corporations expect to increase their plant and equipment expenditures 20% in 1970, following a rise in 1969 provisionally estimated at 12%, the Commerce Department's Office of Business Economics has announced.

If expectations for 1970 are realized, the increase would represent the most rapid growth in such expenditures since 1965 and would bring total spending for the year to $12.7 billion.

These findings are based on OBE's semi-annual survey taken in December 1969; the survey covers a sample of about 450 larger U.S. investors with about 4,500 foreign affiliates.

The large increase projected for 1970 primarily reflects renewed emphasis on fixed asset investment by manufacturing affiliates, especially in Western Europe and Canada. This is a notable change from 1968 when total expenditures grew by only $100 million and manufacturing affiliates in the more developed countries substantially reduced outlays.

Big Schedule C rise

Affiliates in Schedule C countries (mostly in continental Western Europe), where controls on direct investment under the program of the Office of Foreign Direct Investment (OFDI) are most stringent, expect to increase expenditures by 37% to $3.5 billion in 1970, almost double the amount spent as recently as 1965. The aim of the OFDI program has, for the most part, been to limit capital outflows from the United States, not to reduce expansion by foreign affiliates, since investments financed by borrowing abroad are exempt from the controls.

Expenditures by manufacturing affiliates are estimated to have increased 10% last year to $4.6 billion, following reductions in both 1967 and 1968. With manufacturers in many countries continuing to reduce spending last year, the rise in total manufacturing outlays was heavily concentrated in West Germany, the United Kingdom, and Canada. Affiliates in these countries expect substantial increases again in 1970, but expansion is also expected in most other countries. In fact, manufacturing is expected to lead the major industry divisions in spending growth in 1970 with an increase of 32% to a total of $6.1 billion.

Within manufacturing, affiliates in the machinery industry had the sharpest increase in outlays last year—27%—and are expected to lead again in 1970 with a 40% increase to a level of $1.8 billion. The expansion largely reflects the introduction of more advanced computers and related equipment into Western Europe.

Chemical manufacturers' spending declined in 1969, confirming earlier expectations, but is expected to increase 29% this year.

The latest estimates for affiliates manufacturing transportation equipment show some downward revision from the findings six months earlier, but substantial expansion is still indicated for both 1969 and 1970. The current estimates are for an 18% increase in both years.

Taken together, affiliates in other manufacturing industries currently expect an increase in outlays this year of 38%, or about $600 million, following an expansion of about half that magnitude in 1969. Particularly notable are plans for renewed large investments in 1970 by U.S.-owned Canadian affiliates in the pulp and paper industry.

Expenditures by affiliates in the petroleum industry rose an estimated 11% in 1969 and are expected to increase 5% in 1970 to a total of $3.9 billion. Investments in tanker fleets constituted an important part of the 1969 increase, while expenditures for production and refining facilities in the Far East are expected to lead growth in 1970.

Affiliates engaged in mining and smelting reported a 16% rise in outlays last year, despite a small reduction in Canada. This year, cutbacks in Latin America are expected to reduce growth for the entire industry to about half the 1969 rate.

Affiliates in the "other industries" category reported substantial gains for both 1969 and 1970 and in all geographic areas, with total expenditures expected to reach $1.4 billion this year. Firms engaged in trade and leasing operations account for most of the growth.

The latest estimates for 1969 and 1970 confirm earlier indications of a renewed vigorous expansion by firms in Western Europe and Canada, especially in 1970. In 1968, expenditures were reduced in both areas.

Affiliates in the Common Market countries increased outlays 16% last year. The 37% rise now forecast for 1970 is the largest for any major area and would bring outlays to $2.8 billion this year. The estimated growth of expenditures in other European countries, also led by manufacturers, is at a pace not far below that in the Common Market—12% in 1969 and 26% in 1970.

Broad Canadian expansion

In Canada, expenditures are estimated to have grown 10% in 1969 to $2.3 billion. A 26% increase is projected for 1970, with manufacturers leading but substantial growth forecast for all major industries. In the case of manufacturing affiliates in particular, current estimates for 1970 reflect a broad expansion planned by domestic Canadian firms, despite the anti-inflationary measures now in force.

Paced by a large expansion in the extractive industries, spending in Latin America rose an estimated 18% last year, the highest growth rate among the major areas. In 1970, however, cutbacks in mining and smelting and a failure to share in the spending boom occurring in the more developed countries are expected to limit expenditures growth in Latin America to 7%, with total outlays reaching $2.1 billion.

Taken together, outlays in the rest of the world rose an estimated 8% last year and an increase of the same magnitude is projected for 1970. Petroleum affiliates, including those in international shipping, accounted for most of the increase last year while manufacturing affiliates, particularly those in Japan and Australia, are expected to lead growth in 1970.

Additional details are included in the March issue of the *Survey of Current Business*, monthly publication of the Office of Business Economics. **Write:** Field Offices of the Department of Commerce, or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Annual subscription price, $9, including weekly supplements; single copy, $1.

PROMISING MARKET was found in Cameroon by members of the 1968 U.S. Trade Mission, shown entering the offices of President Ahmadou Ahidjo. It will be further enhanced by sweeping new UDEAC tariff cuts.

U.S. exporters can gain from 50% tariff cuts by four member nations of Central African Customs Union

Reductions of 75% made on some duties by UDEAC members: Cameroon, Central African Rep., Congo (Brazzaville), Gabon

By R. P. RYDLUN
Africa Division, BIC

United States exporters have the opportunity to capitalize on sweeping tariff reductions and increase their sales to the four member states of the Central African Customs and Economic Union (Union Douaniere et Economique de l'Afrique Centrale, or UDEAC). Cameroon, Central African Republic (CAR), Congo-Brazzaville, and Gabon have lowered their Common External Tariff (CXT) by 50% on most items and up to 75% on pharmaceutical goods, preparations, and vaccines.

Goods from the United States and most other countries continue to confront discriminatory treatment, in that imports from the European Economic Community (EEC) remain exempt from payment of the CXT altogether. Nevertheless, the UDEAC action has reduced the level of preferences from a 10%-30% range to one of 5% to 15% and, in the case of some pharmaceuticals, to a mere 2½%.

American-made machinery and transport equipment, chemicals, and iron and steel in particular may benefit from these tariff reductions.

France is main supplier

France has long enjoyed the dominant role in the trade, commerce, and development assistance of these countries; this preeminence, broadened to include other EEC countries since the African states achieved independence 10 years ago, continues. The French share of the combined $410 million UDEAC free-world import market in 1968 totaled more than $170 million, while the remaining EEC countries accounted for another $140 million. Despite the entrenched competition, U.S. suppliers were able to make $50.6 million worth of sales in this regional market during 1968—which represented a 12.3% share of the market.

Capital equipment of U.S. origin, recognized for its technical excellence and enjoying relatively less competition, has led a heightened UDEAC market penetration. With some concentrated effort, American exporters should be able to sell more road motor vehicles, construction and mining machinery, aircraft, heating and cooling machinery and equipment, mechanical handling machinery and equipment, iron and steel pipes and tubes, medicinal and pharmaceutical products, and scientific and optical apparatus—plus parts.

Other countries can be expected to benefit from the reductions in the CXT, most notably Japan with sales of more than $10 million, and European Free Trade Association (EFTA) members with sales in excess of $30 million, to UDEAC countries in 1968. The principal competition will continue to come from the French, however, who support UDEAC states' national budgets, advise their civil service, and guarantee the convertibility of the Communaute Financiere Africaine (CFA) franc, their common currency.

Products exempted from the January tariff slash are largely goods already produced in UDEAC countries by companies benefiting from the local investment codes; the latter contain guarantees against a reduction in tariff protection accorded at the time these firms were established.

Industrial evolution in the 9-million population Central African union has created an ever-increasing demand for manufacturing machinery, processing facilities, and product-handling equipment. Specific growth industries stemming from the natural wealth of the UDEAC region include: mining of diamonds, uranium, manganese, and crude petroleum and natural gas extraction; agricultural processing of oil from palm, palm nuts, peanuts, and cotton seed, cocoa, coffee, beverages, cigarettes, fish, meat, sugar, and flour; lumber, packaging, and furniture; construction materials and prefabricated articles, cement, tile, and floor covering; textiles, rubber, and leather; liquefied gases, soap, paint, plastics, and matches; basic metal manufacturers, cycles, containers, simple electrical components and assembly, aluminum ingots, sheets and flatware. An oil refinery at Port Gentil, Gabon, has been set up under UDEAC auspices.

The former Federation of French

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Equatorial Africa, comprising the CAR, Congo-B, Chad, and Gabon, was transformed into the Equatorial Customs Union (UDE) in 1959—in anticipation of these countries' independence from France; Cameroon became an associate member in 1961. Reorganized in 1966, as UDEAC, the new regional group established as its principal purposes and objectives the unification of all import taxation, establishment of common customs offices and nomenclature, maintenance of a solidarity fund and a single tax system, coordination of development planning, harmonization of investment and transport projects, and the promotion of uniform investment codes. Effective Jan. 1, 1969, Chad withdrew from UDEAC. (The trade data cited earlier in this article cover the then 5-country customs union.)

The present four member countries of UDEAC include an area of 660,000 square miles with a per capita GNP ranging from $390 for Gabon to $175 in Congo-B, $142 in Cameroon, and $130. CAR. GDP growth rates have averaged 4%-5% in at least three of the countries during most of the 1960's. Electricity production per capita (in KWH per year) runs from 182 in Cameroon and 125 in Gabon to 61 for Congo-B and 23 in the CAR. Principal exports include coffee (Cameroon and CAR), diamonds (CAR and Congo-B), wood (Congo-B and Gabon), cocoa (Cameroon), cotton (CAR), manganese (Gabon) and petroleum (Gabon).

A U.S. Department of Commerce Trade and Investment Mission to the area in late 1968 (see International Commerce, Jan. 20, 1969) and Secretary of State Rogers' recent visit to Cameroon attest to increased U.S. interest in the development of this corner of Africa. This interest, combined with a desire by UDEAC states to diversify their sources of supply, led to this first step to reduce the margin of preference extended to the traditional European trading partners.

The basis for existing preferences lies in the Yaounde Convention linking 18 African Associated Overseas Countries (AOCs) including all four UDEAC members, with the EEC. Ratification of a new Yaounde agreement, which will extend until January 1975 reverse tariff preferences granted EEC industrial goods in the African market, is being completed by the signatories. Under this agreement, the EEC will provide economic assistance of $918 million to the AOCs; this is in addition to continuing substantial aid on a bilateral basis.

Imports from all sources, without exception, remain subject to fiscal taxes on imports which, in most instances, average approximately 30-35% of the c.i.f. value. UDEAC countries also require import licenses for products from all sources except France and the other franc-zone countries. For products coming from the five other EEC members, import licenses are issued freely. Imports from the United States and other sources outside the UDEAC and EEC are subject to licensing requirements based on quotas. However, these requirements are mitigated by benefits accorded local and foreign-owned enterprises under the African countries' generally liberal investment codes. Exemptions from quota restrictions—and even import duties—are provided. Thus, opportunities abound for American exporters to compete with EEC suppliers on a near equal footing.

To make the most of these opportunities, U.S. businessmen should be sure to use French in their correspondence with UDEAC businessmen, and take pains to travel to the area to meet first-hand with counterpart producers and distributors in this market. If U.S. exporters don't step into this newly-competitive African market, their competitors will.

HEAVY EQUIPMENT AND OTHER U.S. EXPORTS may qualify for Export-Import Bank or AID financing and guarantees. New road construction, such as this in Mikongo, Gabon, will extend markets into the interior.

Several U.S. financial institutions are already represented in one or more of the four countries. They include Chase Manhattan, First National City Bank, Bank of America, Morgan Guaranty, International Finance Corp., Bankers Trust Co., International Banking Corp., and Allen and Co.

Other U.S. commercial interests in the region are led by the petroleum industry: oil companies with retail outlets and exploration activities in UDEAC include Standard Oil of New Jersey, Mobil Oil Co., Texaco Inc., Gulf Oil Corp., Amerada-Hess, and Cities Service. U.S. Plywood, U.S. Steel, and Bethlehem Steel in Gabon; Diamond Distributors Inc. in CAR; and United Fruit Co., Gorton Corp. (shrimp fishing), and General Telephone and Electronics in Cameroon, have also pioneered the United States commercial presence in these countries of Africa.

For further details on the recent UDEAC tariff action, including specific commodity information, write the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230.

BUSINESS IS THE LANGUAGE OF THE DAY in these three scenes from the February Frankfurt Center exhibition of nuclear instrumentation and equipment, one of the first shows past the 300 mark. On the left, the features of an epoxy sealed penetration by Westinghouse Electric International are explained. In the center, a Conax Corp. official and visitors look over available literature, and on the right, data on a Hewlett-Packard analyzer is reviewed by visitor and official.

Center shows at 300-plus

Frankfurt nuclear exhibition turns attention back; $379 million is nine year sales total

A look at the first 300 shows staged in the U.S. Trade Centers around the world is coupled with a report on a new exhibition just across the 300 mark, last month's nuclear instrumentation and equipment show at the Frankfurt Center.

PIPE JOINTS by the Marman Division or Aeroquip Corp. are examined by two firm officials and a trade visitor at the February exhibition in Frankfurt.

In the years since June 1961, the first 300 U.S. Trade Center shows have brought these results:

Total sales during the exhibitions and between-show promotions: $58.2 million.

Total sales by firms resulting from Trade Center operations in the first year after exhibiting: $379.5 million.

Total number of U.S. firms exhibiting: 9,886.

Total number of registered visitors: 402,259.

Total number of exhibitions: 300.

London's U.S. Trade Center was the first to open; a housewares exhibition there began June 26, 1961. It was followed by openings at Bangkok, May 8, 1962; Frankfurt, Nov. 14, 1962; Tokyo, Apr. 2, 1963; Milan, Jan. 28, 1964; Stockholm, Mar. 16, 1965; Paris, Nov. 11, 1969.

At Frankfurt last month, floor orders written by the 26 nuclear equipment exhibitors representing 31 American companies was almost $400,000. Twelve-month estimations by participants reached $2.9 million. The Feb. 16-20 show was attended by 487 registered visitors.

Four participants at the nuclear show were seeking representatives, including Conax Corp., Buffalo, N.Y., which is negotiating with four candidates for agents. Two agents were appointed at the exhibition and the three other firms are considering 12 candidates.

Sales success

Conax, a producer of electrical penetration assemblies, was entering the German market for the first time and predicted up to $500,000 in first year sales.

Exhibiting a variety of nuclear devices, Nuclear Systems, Inc., Baton Rouge, La., signed one agent at the show and reported several new leads were made through their participation.

Estimating $250,000 in first year orders from the show is Darling Valve & Manufacturing Co., Williamsport, Pa. The firm displayed motor operated gate valves.

A two-day symposium organized in connection with the show included nine papers presented by members of German and American university faculties. Topics ranged from gamma spectroscopy to as-

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pects of data processing equipment in nuclear research.

Other participants in the nuclear instrumentation and equipment show were: Accelerators, Inc., Austin, Tex.; Aeroquip Corp., Marman Division, Los Angeles; Air Products & Chemicals, Inc., New York; American-Standard, International Export Division, New York; Automatic Switch Co., Florham Park, N.J.; Buehler Ltd., Evanston, Ill.; Chemtree Corp., Central Valley, N.Y.; The Harshaw Chemical Co., Cleveland; Helgeson Nuclear Services Inc., Pleasanton, Calif.; Hewlett-Packard, Palo Alto, Calif.; Hills-McCanna Co., Carpentersville, Ill.; Johnston Laboratories, Inc., Cockeysville, Md.; Kollmorgen Corp., Electro-Optical Division, Northampton, Mass.; Le Croy Research Systems Corp., West Nyack, N.Y.

Other participants

LND, Inc., Oceanside, L.I.; Mech-Tronics Nuclear, Melrose Park, Ill.; Northern Scientific, Inc., Middleton, Wis.; Nuclear Chicago Corp., Des Plaines, Ill.; Nuclear Data, Inc., Palatine, Ill.; Nuclear Diodes, Inc., Prairie View, Ill.; Nuclear Equipment Corp., San Carlos, Calif.; Packard Instrument Co., Inc., Downers Grove, Ill.; Picker Nuclear, White Plains, N.Y.; Reuter Stokes Electronic Components, Inc., Cleveland; Technical Instruments, Inc., North Haven, Conn.; Vacuum/Atmospheres Co., International Marketing Group Ltd., Los Angeles; Wang Laboratories, Inc., Tewksbury, Mass.; Watlow Electric Manufacturing Co., Inc., St. Louis; Westinghouse Electric International, Electronic Tube Division and Westinghouse's Nuclear Instrumentation and Control Dept., both in New York.

AUTOMATIC SWITCH'S LINE OF MINIATURE SOLENOID VALVES were on display for the 487 registered visitors who attended the exhibition. Automatic was one of 26 exhibitors representing 31 U.S. companies.

DEMONSTRATIONS BY EXHIBITORS, such as the view above of a Vacuum/Atmospheres agent with his firm's gas purification system, aided in show sales of almost $400,000. Below left, is the Wang Laboratories booth, and pictured on the right, a positive ion accelerator shown by the Texas firm Accelerators, Inc.

Demands for industrial machines, equipment on Taiwan spur prospects for all-U.S. show

Six areas for American goods are metalworking, food processing, construction, plastics fabrication, testing and measuring, computers

Industrial machinery and equipment are in demand on Taiwan, creating new opportunities for American manufacturers of such equipment. To take advantage of this market, the U.S. Department of Commerce will sponsor its second commercial exhibition in Taipei, Nov. 16-21.

Staged by the Department's Bureau of International Commerce, displays in the U.S. show will range from machines for metalworking, construction and food processing and packaging to computers and office machines, plastics fabricating and processing equipment, and test, measuring and control instruments.

The island of Taiwan, one of the world's fastest growing industrial economies, has few natural resources and depends heavily upon international trade. Most raw materials and the machinery to process them must be imported. Export-producing industries provide the principal source of foreign exchange to finance imports.

Commerce studies define six major areas of Taiwan's economy that are open to greater market penetration by U.S. machinery manufacturers.

Metalworking equipment: Taiwan produces such diverse products as machine tools, printing presses, pumps, diesel engines, textile machinery, agricultural equipment, transformers, papermaking equipment, cement plant machinery, compressors and conveyors.

About 75 medium and large-size companies make up Taiwan's machinery and tool industry. Production of a wider range of advanced products and a growing shortage of skilled labor, have created demand for surface and external grinding machines, gear-cutting equipment, automatic and hexagon lathes, and hobbing, milling, welding and extruding machines.

Food processing and packaging equipment: Sparked by increased agricultural, marine and animal production, Taiwan's food processing industry has taken giant strides. With continued expansion, the industry will need beverage-making equipment, quick-freezing equipment, bottling and labeling equipment, cap fasteners, and automatic packing equipment.

Construction equipment: Major construction programmed under the present four-year development plan, which began in 1969, includes eight new communities for 272,000 residents; extensive highway and elevated railroad projects; hydroelectric and conventional thermal powerplants and reservoirs, and port and airport expansion.

The projects will necessitate the purchase of cement mixers, excavators, 45-ton cranes, pneumatic tar rollers, dumping trucks, and earthmoving equipment.

Plastics fabricating and processing equipment: Local production of plastics and plastic products increased at an average of 34.4% annually over the past four years. Taiwan's development plan calls for continued expansion at a conservative 11.4% annual rate. Demand exists for injection and blow moulding equipment, twin and single extruders, and urethane foam moulding equipment.

Testing, measuring and control instrumentation: As of October 1969, the Ministry of Economics required manufacturers to establish quality control departments. Entering the market at this time offers considerable sales potential for X-ray examination equipment, auto analyzers, spectrophotometers, gas chromatography devices, electro-microscopes, green-ray testing equipment, pressure gauges, and high-temperature indicators.

Computers and office equipment: Rapid industrialization has boosted sales of computers and office equipment. Sales prospects are promising for typewriters, accounting machines, digital computers, electric and electronic calculating machines, duplicating machines, and check-writing equipment.

American manufacturers of industrial machinery and equipment scored in a Commerce-sponsored commercial exhibition in Taipei in October 1967. The 52 U.S. exhibitors did $1.3 million in business in a year as a direct result of the show and appointed 18 new agents from show contacts.

Additional information on the November show may be obtained from the U.S. Department of Commerce, BIC-936, Washington, D.C. 20230 (202-967-5286), or from any of the Department's Field Offices.

FIFTY-TWO AMERICAN FIRMS mounted displays at Taipei in October 1967. These firms, including Ridge Tool Co., Elyria, Ohio, pictured below, accounted for $1.3 million in first year business and 18 new agents.

XUM

Building exhibition in Sweden expects sales of $3.4 million

Fifty-five agency and distributorship agreements are being negotiated following Scan Build '70, an exhibition of construction materials, tools and equipment at the U.S. Trade Center for Scandinavia at Stockholm.

The 32 participants in the Feb. 18-24 show wrote $35,475 in orders at the event and project additional sales for the first post show year of almost $3.4 million. Eighteen companies were seeking Scandinavian representatives at the show and six contracts were completed by its end.

Scan Build, the first exhibition of its kind mounted by the U.S. Department of Commerce in Sweden, drew 1,280 visitors.

The highest sales projection of the show—$1.2 million—was reported by Dewar Paint Corp., Harbor City, Calif. The company, making its first appearance in exporting, displayed exterior protective coatings.

Two other new to exporting firms also indicated substantial sales estimates for the coming year. Technidyne, Inc., Wilmington, Del., is estimating $400,000 for sales of their laser alignment systems and Genie Industries, Seattle, Wash., anticipates $75,000 in orders for its hoists.

Other American manufacturers in Scan Build '70 were: Airtemp Division, Chrysler Corp., Dayton; American Plywood Association, Tacoma, Wash.; American Standard, Inc., New York; Armstrong Machine Works, Three Rivers, Mich.; Bostitch Division of Textron Inc., East Greenwich, R.I.; Carrier Overseas Corp., Syracuse, N.Y.; Case Manufacturing Co., Robinson, Ill.; The Charles Machine Works, Inc., Perry, Okla.; Collins Machinery Corp., Monterey Park, Calif.; Culligan, Inc., Northbrook, Ill.

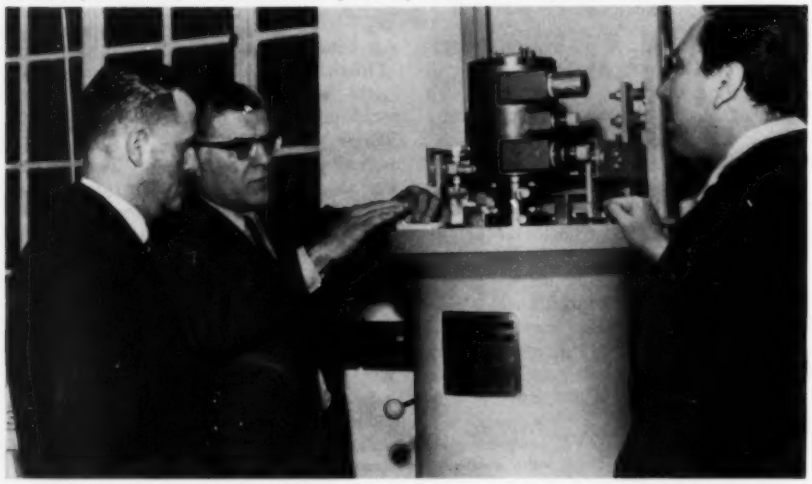
Decor Cem, Inc., Rockford, Ill.; Erie Go Manufacturing, Inc., Sandusky, Ohio; Foldcrete International, Inc., San Francisco; Glidden-Durkee, Cleveland; Hydro-Air International, Ltd., St. Louis; Johns-Manville International Corp., New York; Kelly Industrial Co., Beresford, S.D.; Koehring Co., Milwaukee; Paslode Co., Skokie, Ill.

Prefco Products, Inc., Buckingham, Pa.; R. & G. Sloane Manufacturing Division, Sun Valley, Calif.; Republic Powdered Metals, Inc., Medina, Ohio; The Ridge Tool Co., Elyria, Ohio; Rockwell Manufacturing Co., Pittsburgh; Rolscreen Co., Pella, Iowa; The Tremco Manufacturing Co., Cleveland; Visador Co., Jasper, Tex.; Weslock Co., Los Angeles; Westinghouse Electric International Co., New York.

NAILING AND STAPLING EQUIPMENT by Bostitch Division of Textron, Inc. is being demonstrated above to one of the 1,280 trade visitors at Scan Build, a construction equipment exhibition at Sweden's Center.

WATER CLEANING FILTERS are the center of interest between a show visitor, left, and the Culligan, Inc. representative. Pictured on the right is a demonstration on designing doors by an official of Visador Co. The February exhibition closed with estimated sales of almost $3.4 million by the 32 participating firms.

DILUTORS DISPLAYED BY OXFORD LABORATORIES, above, are investigated by British visitors as the company official, right, stages a demonstration. Below, the Model K Ultracentrifuge, shown by Electro-Nucleonics, of Fairfield, N.J., is discussed by two representatives of the Institute of Pasteur of Garches.



FRACTION COLLECTORS AND SAMPLE CHANGERS were on exhibit by Gilson Medical Electronics; the new systems utilize snap tubes for automatic analysis. Gilson Medical was one of 31 show participants.

Scientific exhibition features 31 firms, $2 million in sales

Biochemical testing and control equipment attracted buyers to a U.S. Trade Center show in London which closed with $205,644 in book orders and the first year outlook for new sales at more than $2 million.

The Feb. 16-20 exhibition featured the products of 31 companies who participated through 30 U.S. firms. Attendance topped 800.

Three manufacturers, Laboratory Data Control, Inc., Danbury, Conn., Hotpack International, Philadelphia, and Electro-Nucleonics, Inc., Fairfield, N.J., were all seeking European representatives. Laboratory Data appointed a British agent and was considering several prospects for European agents. The other firms found candidates for agencies in Scandinavia and Europe and were in negotiating stages as the show closed.

Sales achievements reported during the show include those made by Electro-Nucleonics, a company new to the British market, showing an ultracentrifuge system.

Wang Laboratories, Tewksbury, Mass., displayed its output writer and control and estimates $400,000 in 12-month sales.

Other exhibitors in the biochemical test and control equipment show were: American Instrument Co., Inc., Silver Spring, Md.; Bausch & Lomb, Inc., Analytical Systems Division, Rochester, N.Y.; Bio-Rad Laboratories, Richmond, Va.; Calbiochem, Los Angeles; Canalco, Inc., Rockville, Md.; Finnigan Instruments Corp., Palo Alto, Calif.; E. I. DuPont De Nemours & Co., Wilmington, Del.; Durrum Instrument Corp., Palo Alto; Farrand Optical Co., Inc., Mt. Vernon, N.Y.; Fermco Laboratories, Chicago; Gelman Instrument Co., Ann Arbor, Mich.; Gilford Instrument Laboratories, Oberlin, Ohio.

Gilson Medical Electronics, Middleton, Wis.; Heath Co., St. Joseph, Mich.; Infotronics Corp., Houston; Instrumentation Laboratories, Inc., Lexington, Mass.; Instrumentation Specialties Co., Lincoln, Neb.; Laboratory Equipment Corp., St. Joseph; New Brunswick Scientific Co. Inc., New Brunswick, N.J.; Nester/Faust Mfg. Corp., Newark, Del.; Nuclear-Chicago, Corp., Des Plaines, Ill.; Oxford Laboratories, San Mateo, Calif.; Packard Instrument Co., Downers Grove, Ill.; Ivan Sorvall, Inc., Norwalk, Conn.; Tracor, Inc., Austin, Tex.

XUM

Mexican market grows for modern U.S. business efficiency, management systems

American firms export $25 million in advanced systems to Mexico yearly; computers, related equipment comprise about 40% of current market

The steady growth of Mexico's business and industry is stimulating interest in modern developments in business efficiency and management systems.

To assist U.S. manufacturers in taking advantage of sales opportunities created by this interest, the U.S. Department of Commerce will stage an all-U.S. commercial exhibition of advanced business equipment in Mexico City Nov. 9-13.

A market study by the Department's Bureau of International Commerce discloses that 40% of the $20 to $25 million of U.S.-made business equipment imported by Mexico is made up of computers and electronic data processing equipment. The remaining 60% is estimated to be less than half of Mexican consumption.

Many medium-sized companies are turning to computer service bureaus or are moving toward their own computer installation, according to the study. Predictions indicate computer firms will grow 25% in the next two years.

Microfilm and microfiche operations and equipment are considered next to computers in potential growth in Mexican business equipment purchases in the next few years. Interest in this area has been stimulated by a recent rule change made by the Mexican counterpart of the U.S. Treasury Department. Microfilm copies are now permitted to be used in place of original documentation in some legal procedures.

Commerce market research indicates there is also high sales potential for such equipment as audio-visual aids in training and selling; credit card system equipment; high quality copying and duplicating systems; collating, binding and laminating equipment, and computer software programs.

Equipment with specialized demand, according to the study, includes automatic typewriters, magnetic tape-microfilm conversion equipment, closed circuit TV, telephone dictating systems and answering systems, intercom systems, and programmed learning equipment.

Other equipment for which there appears to be a favorable market in Mexico, includes letter folding and envelope stuffing machines, addressing machines, billing machines, time recording devices and systems, optical scanners, equipment for marking or laminating identification characters, computer linked cash registers, telecopiers, facsimile transmitters, key punch to magnetic tape converters.

A team of market development experts will contact potential customers for business equipment and management systems months in advance of the Mexico City exhibition to assure maximum attendance at the show.

U.S. manufacturers of advanced business equipment have benefitted from a number of highly successful Commerce Department exhibitions in major world markets. Forty-seven exhibitors at a Commerce show of electronic data processing equipment in Munich in November 1968 reported first-year sales of $4.8 million.

Thirty exhibitors took part in a showing of reprographic, microfilm, and advanced documentation equipment in Milan in February 1969. They reported floor sales of $58,000 and estimated first year sales of $2.1 million. The 39 exhibitors at the electronic computer showing in the Stockholm Trade Center in April 1969 reported floor sales of $356,000 and estimated first year sales of $2,015,000.

U.S. manufacturers interested in the Commerce Department exhibition in Mexico City may obtain an Exhibitors Export Market Guide, IMIS 70-3, and further information from the U.S. Department of Commerce, BIC-942, Washington, D.C. 20230 (202-967-3848) or from any of the Department's Field Offices.

U.S. aircraft, equipment firms invited to enter Italian aerospace show

American manufacturers and exporters of aircraft and airport equipment are being invited to participate in the Fourth International Aerospace Show scheduled June 5-15 at the Caselle Airport in Turin.

This biennial event is expected to attract exhibitors from several Eastern, as well as Western European nations.

American-made products which should find markets in Italy include small aircraft, helicopters, airport equipment and supplies and airport construction equipment.

Additional information may be obtained by contacting: International Aerospace Show, Corso Massimo d'Azeglio 15, Turin 10126, Italy.

Genoa to host November hotel, tourist trade fairs

Genoa, Italy will host the seventh international exhibition of hotel equipment and related products for the promotion of tourism—TECNHOTEL. The fair is planned for Nov. 14-24 at Genoa's international fairgrounds, the Piazzale Kennedy.

Products which will be shown at the autumn event will include hotel furniture; hotel equipment for kitchens, bars, plumbing, laundry, heating, music, and gardening; hotel food ranging from mineral waters, liquors, and foodstuffs; and other beverages.

At the November 1969 TECNHOTEL, more than 800 exhibitors, or almost double the number from 1968, mounted exhibits; the firms represented 16 foreign nations. Sixteen American firms exhibited and were mostly represented by Italian or European agents and distributors. Between 20-30% of the 150,000 visitors at the 1969 event were classified as qualified trade representatives.

In conjunction with TECNHOTEL, another fair was also held at the Genoa fairgrounds, the second international exhibition of equipment for hospitals, clinics, and convalescent institutions—TECNHOSPITAL.

For additional information, write: Fiera Internazionale di Genova, Piazzale Kennedy, Genoa, Via Toscana 1, Rome, Italy.

Eximbank helps Mexico buy three Boeing 727s

The Export-Import Bank of the United States has loaned Compania Mexicana de Aviacion (CMA) of Mexico $9.56 million to help finance the purchase of three Boeing 727-200 aircraft, with related spare parts, equipment, and a flight simulator. Total cost of the U.S. purchases is estimated at $25 million.

The borrower will make a cash payment of $3.75 million. The Bank of America, Marine Midland Grace Trust Company of New York and the Bank of Montreal will furnish loans totaling $10.6 million and The Boeing Co. will participate in the financing to the extent of $1 million.

Founded in 1924, CMA is a privately-owned airline and one of two Mexican-owned trunk carriers.

The Eximbank loan is to be repaid in ten semiannual installments beginning in May 1976, with an annual interest rate of 6%. Nacional Financiera, S.A. is the guarantor of the loan.

GROUPS OF INVITED VISITORS gather at various displays mounted by Viatron Computer Systems in a recent solo promotion at the U.S. Trade Center in Paris.

U.S. computer firm reports $26 million after Paris solo show

$26 million. That was the total sales figure for a between-show promotion staged by Viatron Computer Systems Corp. of Eedford, Mass. at the U.S. Trade Center in Paris.

Floor orders written during the Feb. 23-Mar. 6 exhibit were $6 million and projected 12-month sales reached the $20 million mark. Viatron manufactures and markets data communications, recording and processing equipment.

More than 1,050 representatives from banks, credit institutions, insurance companies, department stores and several agencies from the French Government including the postal, electric and social security systems responded to Viatron's invitation to attend the exhibition.

According to Viatron's European general manager, a Viatron data processing system was connected by telephone for the first time to a GE-Bull 235 time sharing computer. Data requested from the computer appears instantaneously on a television screen incorporated in the Viatron 21 System; previously, answers were received by teletype. A floor demonstration of this process was made for officials of the French National Post Office through a telephone tie-in with the postal computer system.

Viatron, with European headquarters in Brussels, is planning branch offices in Germany, Italy, Sweden and the United Kingdom, and is expanding its Paris-based operations. Plans are also being completed to enlarge the Massachusetts facilities where Viatron employs about 1,000 persons.

ACTUAL DEMONSTRATIONS, above and below, are conducted by officials of Viatron for members of the French financial and trade industries and for representatives of agencies in the French Government.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Borg-Warner Corp. of Chicago and Zahnradfabrik Friedrichshafen A.G. of Friedrichshafen have announced plans to establish a joint subsidiary in **Germany.** The new company will produce up to 300,000 automatic transmissions for automotive vehicles annually and will employ 2,000 people. Production is scheduled to start next year. . . . Foreign travelers visiting the Republic of **Korea** are now permitted to stay up to 120 hours without visas instead of the 72 hours previously permitted, according to a recent announcement by the Korean Embassy in Washington. The measure is designed primarily to encourage American visitors to Expo '70 in Osaka, Japan to include Korea in their itineraries. . . . Foreign investment in **Italy** amounted to $53 million in 1969 and U.S. investors accounted for 66% of this total with $35 million; over one-half of all foreign investment was directed to the oil industry. . . . **Sicily** will become a major importer of natural gas in order to meet short-term requirements of 3 billion cubic meters annually and long-term requirements for 8 billion cubic meters. The Sicilian Mineral Corp. has announced plans to build an 8 billion cubic meter pipeline from western Sicily to Cape Bon, Tunisia, claiming that this will be less expensive than the proposed ENI project which calls for the importation of liquefied natural gas from Algeria and the reclassification of imported methane in a plant to be built in Sicily. . . . The **German** restaurant chain Wienerwald G.m.b.H. has reported plans to expand operations in the United States. Wienerwald specializes in short-order chicken dishes and already has thirteen restaurants in the New York area.

Kuwait takes a breather

Economy retrenches as boom moderates and Middle East crisis continues

Kuwait's economy is undergoing a period of unaccustomed retrenchment as its boom ends and the Middle East crisis continues. The Economic Trends Report from the U.S. Embassy in Kuwait says that in spite of softened world markets and increasing concern over sulfur, oil revenues increase moderately each year as production grows between 5 and 6%.

However, commercial activity is down. According to a report published recently by a study group composed of representatives of the Kuwait Chamber of Commerce and Industry and private businessmen, the causes of the decline are varied. They can be traced to, among other things, overly optimistic business practices; what some consider as the counterproductive effects of government travel and residence regulations; and the domestic impact of meeting Pan-Arab obligations resulting from the Khartoum and Rabat Summit Conferences. These last will, during the coming year, divert at least $180 million which could otherwise have been spent stimulating domestic activity or earning further income.

American businesses will have to sell their products harder and pay closer attention to the specialized requirements of this market. An increased investment of time and effort will be necessary to preserve their position. The chances are about even for a recovery within the next few years, and this could spur consumer demand past previous highs.

In the meantime, there are a number of ways in which the United States might preserve or surpass the level of goods and services previously sold in Kuwait.

In spite of all the obvious political problems, there remains a sincere respect in both Government and private circles for the proven ability of large American contracting and construction firms. Although total outlays for development are not up to those of previous years, priority projects such as the passenger/cargo terminal for Kuwait International Airport, a new radio/TV center, and a comprehensive highway construction scheme probably will move from planning into procurement and construction phases this year. Eleven other major projects have been authorized and are in various stages of design preparation. These multi-million dollar undertakings hold great prospects for interested American firms.

Looking for consultants

Kuwait's Government is seeking consultant services for various major projects, including an overall analysis of industrial development potential, an engineering supervisory contract for highway construction, and design modification of the new air terminal and the radio/TV center. American firms have been active in bidding for these contracts.

Also, a U.S. Bureau of Public Roads advisory team is playing a key consulting role as the Ministry of Public Works develops a countrywide highway system.

There will be a continuing need for engineering, technical, design, and management consultants here, and interested American firms should be alert to offer their services when new opportunities arise. These are generally low-overhead, high-return contracts having good potential for follow-up sales of additional goods and services.

Kuwait seeks to guarantee the contribution of American technology in various joint venture projects. Although most of these involve capital outlays from U.S. sources, they also open up numerous opportunities for overseas sales of equipment and services, as well as market penetration by U.S. goods and U.S. licensed products. Careful study can reduce joint venture risks, and the possibility of official protection from competing imports offers potential rewards.

While 1969 produced no specific economic shocks of the magnitude of the June 1967 War or the 1968 devaluation of sterling, Kuwait's economy faces a new situation following the leveling of its boom and the continued intensity of the Arab-Israeli dispute.

With its oil profits growing at a reduced rate and its foreign financial obligations increasing, the government has had less money on hand to initiate projects which stimulate local business activity. Furthermore, the main pump-priming mechanism for channeling government revenue from oil directly into the private sector—purchase of land for public use—is being curtailed as a less expansionist fiscal policy is followed. From its all-time high of $266 million in 1966-67 this figure dropped to $28 million in 1969-70 and is expected to be only about $14 million during the new

fiscal year. The effect of reduced government spending is noticeable in the contracting and construction sector, one of the most active segments of local industry, and a good economic indicator. Even private construction has finally slackened, but not soon enough to prevent a significant oversupply of private housing. Estimates place from three to eight thousand apartments in Kuwait City and its suburbs without prospective tenants.

Since the boom, the local market has thrived on large infusions of government money, a lively re-export business, and active domestic consumption. As long as these factors prevailed, little thought was given to planning or programming local money supply and less to any means of vitiating the effects of future economic slowdowns. Throughout the boom years, a considerable portion of the funds accumulated here by both Kuwaitis and non-Kuwaitis alike departed the country, being invested, remitted to relatives, or simply stashed away in foreign banks. This practice continues.

The Kuwait Currency Board, predecessor to the newly-established (April 1969) Central Bank, set the interest rate ceiling of 7%. Banks may sometimes charge above this rate when special services are provided. There are numerous 8.5% or 9% loans out, but the effective rate remains 7%. This local ceiling has further hastened the flight of Kuwaiti dinars into European investment schemes, Eurodollars, U.S. securities, and mutual funds, where rates on the order of 10% or more are offered.

A rough estimate would put total annual private investments outside Kuwait at upwards of $140 million. Retention of a portion of these funds would naturally give needed liquidity to the local market.

Weakened consumer demand

The political situation accounts for most of this. Approximately 65% of Kuwait's estimated population of 700,000 are non-Kuwaitis living and working here with the uncertain status of temporary residents. Salaries and wages are high, but in periods of uncertainty their money tends to seek refuge in banks and savings institutions and to be diverted from the purchase of such high quality but high priced U.S. consumer durables as have long been the bellwethers of American sales.

Although total imports rose by 3% between 1967 and 1968, an estimated $140 million worth of goods ended up in customs warehouses paying demurrage during the past year. Consumer demand among the quarter million Kuwaiti nationals probably has not softened to the degree it has among the foreign residents who comprise a majority of the population.

In April 1969, stringent new visa and residence regulations went into effect. These new regulations, which were instituted for basically political reasons, served also to discourage many commercial travelers who would otherwise have visited the country. The method of applying these new regulations has recently been softened somewhat, but red tape and delays still can be encountered.

In recent years, Kuwait's re-exports to nearby Saudi Arabia, Iraq and Iran have totaled an estimated $55 million per annum. In the last eighteen months this substantial flow of trade has been reduced to a trickle due primarily to improvements in the internal economies of the countries of destination, tighter border controls by them, and tariff changes which have rendered such trade less lucrative.

Despite all the inhibiting factors mentioned above, the U.S. Embassy points out that some moderation of commercial activity might have been beneficial—the boom economy was overheating prior to the June War. And Kuwait, with GDP and GNP growth rates of 9% and 8% respectively for the fiscal year 1968/69, and a per capita GNP of $3,170, remains one of the world's major oil producers and very much a going concern.

There is a large jump in size and value between the activities of the smaller enterprises of Kuwait's service-based local economy on the one hand, which now feels the pinch of reduced economic activity, and the Government and Oil Industry, on the other, which really control the destiny of the economy. These latter two are functioning efficiently, and the economy is continuing to grow, especially the petroleum sector. The outlook is admittedly dampened by the drain of resources being used to support other Arab states in their confrontation with Israel and by uncertainty over the course of political developments in the Middle East and Gulf area in general.

Kuwait's 1969/70 budget was at a level of $845 million. Over 90% of this was obtained from oil company payments or from the proceeds of investment of oil company payments. The world market situation will make it difficult for the companies to sell much more Kuwait petroleum in 1970 than they did last year. The new 1970/71 budget, therefore, will not be appreciably larger than the last. Increased payment obligations to other Arab states are apparently unavoidable and non-priority local development projects as well as disbursements of the Kuwait Fund for Arab Economic Development will be curtailed. Also, for the first time since the oil boom began, the Government is talking of imposing certain excise taxes to raise additional income.

Imports temporarily down

Consumer demand, especially in luxury durables, began to soften immediately after the June War of 1967 and has remained uneven. But inventories were low and imports continued to rise slightly through 1968. Although 1969 figures have not been released, they could show stagnation or even an absolute decline in the value of imports. Any such stagnation or decline probably would be temporary and ultimately reversed by governmental stimulation of commercial activity. For 1970, however, the market for consumer goods will probably remain soft.

Money is tight in Kuwait and will most likely stay so this year. The continued unsettled politics of the region, the 7% interest rate ceiling, and attractive foreign investment possibilities do not encourage money to stay at home.

During 1969, the Kuwait Oil Company (Gulf and BP), the country's major con-

U.S. is challenged

The dominant position of U.S. imports into Kuwait is being challenged by Japan and the United Kingdom. At the close of 1968, the United States still led its competitors, capturing 17.1% of the local market. However, a continuation of the trend set during the first three quarters of 1969 could conceivably put the United States, long Kuwait's leading supplier, behind both the British and the Japanese.

The expiration of previous contracts for major construction and purchase of heavy U.S. equipment, intensive and successful efforts by the British, Japanese, Germans and French to capture a larger share of the Kuwait market, and the indifferent responses of some American businesses in bidding on large development projects have combined to bring about a weakening of the U.S. position.

Positive remedial action depends primarily on the willingness of U.S. firms themselves to cultivate this market and to meet the price, financing and delivery terms of their principal competitors.

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cessionaires, registered a 6.4% increase in output over 1968, but lesser gains by other concessionaires reduced this figure to an overall 5.8%. World markets will prevent this increase from being topped by much this year, but if effective desulfurization methods are perfected as expected, demand for Kuwait's petroleum products should register continued growth through the seventies.

From 1967 to 1968, production of natural gas declined by 4.1% and incomplete figures for 1969 indicate that production was about on a par with 1968. However, these figures are not very significant economically. The majority of Kuwait natural gas, unavoidably produced as oil is extracted, is flared away, unused. Gas utilization, however, has increased by 40% from 1967 to 1968, and gas utilized is now estimated to have risen above 40% of that produced—an indication both of the country's expanding industry and of the need to conserve a gas reservoir.

Government projects listed

Government - sponsored infrastructure development continues, based upon available funds, plentiful natural gas, and expanded production of water and electricity. Deriving about 90% of its potable water from desalination plants, Kuwait's production has registered more than a 20% gain during the past two years. During the same period, available electric power has increased by about 25%. In addition to electric power and desalting plants, planned infrastructure development includes: highway construction, airport and port facilities, a hospital, and a radio/TV center, all of which are now considered top priority undertakings. Expanded chemical fertilizer facilities are nearing completion. A pharmaceutical factory, an aluminum reduction plant, and waterfront development projects are also under active consideration. However, budgetary limitations will prevent the Government from moving forward with some of these projects as rapidly as hoped.

Joint-venture projects are held in high regard by the Government, which appreciates the potential of American and other Western technologies and seeks to insure their genuine interest in projects here by involving Western capital as well as local funds. The Shuaiba refinery of the Kuwait National Petroleum Co. and the Kuwait Chemical Fertilizer Co. plant, a joint venture between the Government and Gulf/BP, are existing examples, and the Government is now studying proposals made by a number of leading industrial consultant firms for the increase of joint venture projects.

On the local level, intensified Government efforts to encourage mixed public-private investment in light industry through offers of import protection and liberal Government loans have resulted in preliminary registration of a number of potential projects, but little else. A cement clinker grinding plant is planned. Forward movement on others, ranging from confections to electric cable production, is imperceptible.

Kuwait's second industry is shrimping. In recent years, over 90% of the shrimp caught in the Gulf have been marketed in the United States. Nature is fickle, however; the volume of the catch has been way down for the past year, and the local industry faces serious problems.

As a result of the downturn in local market activity, the Government has attempted to check the number of smaller, marginal commercial operations. In 1969, the Ministry of Commerce and Industry denied about 15,000 applications for enterprises of doubtful feasibility. The Ministry of Public Works hopes to induce many of Kuwait's smaller contracting and construction firms to merge into larger, more viable business entities.

The slide into a deficit position in 1966/67 was caused primarily by increasing capital expenditures and pump-priming outlays under the land purchase program. To a lesser degree, contributions to semipublic domestic corporations and foreign assistance were factors. The deficits increased in 1967/68 as emergency assistance grants to other Arab states (Khartoum payments) were added to official outlays at a time when there was very little increase in receipts.

The deficit trend was reversed by a sharp decline in outlays in 1968/69—a long-contemplated curtailing of land purchase payments as well as reduced capital expenditures and foreign economic development loans. The Government's ability to stay in the surplus position it wants will depend upon the success it achieves in holding the line against further emergency grant aid to other Arab states while moving forward with just enough infrastructure development and market stimulation at home to keep the local press, populace, and National Assembly mollified without slipping into the red. Only moderate growth at best can be expected from oil receipts.

War loss payments

The regular fulfillment by Kuwait of its financial obligations to other Arab states under agreements reached at Khartoum and Rabat comes inexorably to the fore as a major cause of the lack of funds for other government expenditures at home. Under the Khartoum agreements Kuwait undertook to pay to the United Arab Republic and Jordan, as compensation for their losses resulting from the June 1967 Arab-Israeli War, $132 million per year, or nearly 20% of its yearly oil income. An additional obligation of about $50 million was undertaken at Rabat. No matter how sound Kuwait's economic base, it must suffer while carrying such a burden.

Turbulent money flow

Over the past few years, there has been a turbulent ebb and flow of money into and out of Kuwait. Money supply data for the country are irregular and difficult to interpret, but it is obvious that in volatile money markets like this one, competition between private banks is keen.

On Apr. 1, 1969, the Central Bank of Kuwait began operation. By virtue of a new bank law enacted in 1968, it replaced the old Kuwait Currency Board and assumed—in law if not yet in actual practice—new regulatory powers over the operations of the country's five commercial banks and its monetary and credit policy. The bank operates under the aegis of the Ministry of Finance and Oil, which itself still retains control over the Government's foreign holdings. Most of these have been placed through two local investing companies: The Kuwait Investment Co. and the Kuwait Foreign Trading, Contracting, and Investment Co.

The Central Bank is authorized by the new law to issue currency, set lending limits and interest rates, and effect clearing operations. It has taken over Government dinar deposits and requires commercial banks to maintain reserve balances with it. Although more time must pass before one gauges the degree of success of the Central Bank's regulatory efforts, it is clear that the Government wants greater control over the day-to-day operations of commercial banks.

Principal factors affecting bank operations and credit have been high local expenditures by the Government in 1966-67, financed in large part by transfers from holdings outside the country into local banks. This greatly increased the assets of these banks, but the June 1967 War followed and in an atmosphere of political uncertainty, money quickly began to ebb away from the country. This trend continues unchecked.

Competition increased for remaining local deposits and was sharpened further with the establishment of a new commercial bank in April 1968. The competitive

action generated was enough to drive interest rates rapidly up to the 7% legal limit and to exhaust what local deposit potential was left in the market. Presently stuck with the ability to pay no more than 7% on local deposits, the banks simply cannot compete with more attractive foreign investment opportunities, and as a result are not able to do the job they should in keeping more of Kuwait's money at home and giving the local economy additional badly needed liquidity.

Recently published reports of Kuwait's banks do indicate increased deposits. But a breakdown of these would show a large portion of the increase to have been foreign placements. The present year will see the Government attempting to come to grips with this problem.

Formulation and administration of a more flexible interest rate policy would appear to be an extremely important area in which the Central Bank could play a key role, if the Government really wishes to strengthen this institution to the point of effective control over local commercial banks who have traditionally operated pretty much as free agents.

"Every job held by a foreigner is a potential vacancy for a Kuwait." This has recently become the personnel policy of the country's largest private employer, the Kuwait Oil Co., and it reflects the Company's response to the Government's avowed policy of Kuwaitization. That is, to maximize the numbers of Kuwaitis working in the nation's industries as expeditiously as possible.

The policy reflects the Government's concern over the country's continued heavy reliance on foreign skills, but the task ahead will not be easy. Sufficient numbers of qualified Kuwaiti nationals are not yet available in the labor market. Kuwaitization, coupled with the country's new visa and residence regulations and the generally unsettled condition of the area, is causing some foreign workers to depart and is making labor scarce for many middle-sized and smaller commercial operations. A greatly expanded vocational center, to be under International Labor Organization (ILO) technical supervision, is under construction.

The Kuwait labor union movement is still in its infancy, but is growing. Only Kuwaiti nationals may be members of unions. There was a petroleum strike in January 1969 aimed at speeding Government action to implement pending laws liberalizing workers' benefits. The legislation finally put into effect was a compromise between labor's demands and the industry's ability both to pay and to arrange facilities supporting new fringe benefits. Nevertheless, labor's gains were broad.

Economic activity in Pakistan has slowed due to business uncertainty following imposition of martial law

Elections are to be held on Oct. 5 for a constituent assembly; good potential exists for United States equity investments

Current economic activity in Pakistan has been disrupted by business uncertainties following from the imposition of martial law, and achievement of the 6.5% gross national product growth target for the fiscal year ending June 30, 1970 seems doubtful despite an improvement in agricultural output over last fiscal year. Exports from Pakistan have lagged substantially in recent months, according to the semi-annual Economic Trends Report from the U.S. Embassy in Rawalpindi, but lower levels of imports and use of Special Drawing Rights have resulted in foreign exchange reserves thus far remaining steady.

Despite substantial increases in grain production in West Pakistan, increasing consumption due to rising incomes and population growth coupled with production deficits in East Pakistan will require continued imports and demand for PL-480 sales will remain high. Increasing edible oils consumption, unmatched by similar production outputs, is also increasing the demand for oils under PL-480 and tobacco, inedible tallow, and extra long staple cotton also continue to be needed.

Pakistan's need for imports of fertilizer, chemicals, drugs, and iron and steel bulk commodities continues. Given the distance and freight rates involved and in some cases higher U.S. prices, the bulk of these items will come from the United States only to the extent that AID financing is available. A U.S. commodity aid loan from FY 70 appropriations will provide financing of some of these items for the coming fiscal year. Opportunities for additional sales where prices and availability permit may be possible as Pakistan's free foreign exchange is allocated for essential purchases. This occurred most recently for tallow which was not available under PL-480 financing this year.

Current Eximbank lines of credit to one of Pakistan's major industrial lending institutions, IDBP, are available and high priority is being given to balancing and modernization of existing industry. Most of industrial investment has been related to processing and manufacture of cotton and jute and small producers in metal fabrication, chemicals and pharmaceuticals. However, utilization of Eximbank funds has been slow because of credit terms, particularly the impact of the down payment requirements and the period of repayment. Planned investments in steel, cement and petrochemical and other industry provide an opportunity for substantial further capital goods sales but in some cases equity participation may be required. (Capital goods can be counted as foreign equity investment.)

With the Government decision to accelerate development programs in East Pakistan and to undertake comprehensive water programs for East Pakistan outside the Plan, the requests for assistance to programs in that Wing from the U.S. and the World Bank are likely to increase. Pakistan has already indicated its desire for assistance to the proposed water programs and needed inputs are likely to take the form of food grants for labor and contractor and engineering services as well as capital goods. The extent to which the United States can respond directly will be dependent on future Congressional appropriations. There is also a potential for indirect involvement by U.S. firms through the World Bank.

Large U.S. investments

Pakistan has accepted large U.S. private investments in fertilizer and pesticide production and there are good indications that acceptable terms for foreign equity participation in steel, petrochemicals, cement, etc. can be negotiated provided U.S. private enterprise interest exists and U.S. firms are willing in some cases to consider public sector partners, particularly in East Pakistan.

Funds for Cooley loans are available but may be in very limited supply against a substantial potential demand, requiring assignment of priorities to various development proposals of the private sec-

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tor. Government interest in further foreign investment in agro-related areas such as foodgrain storage and agricultural machinery production remains but has had only limited response thus far from U.S. private interests.

With the probable continuation of financial and other restraints on imported non-essential consumer items for some years to come, the potential U.S. market in this area is quite limited. However, this is one area where most items are importable only under the higher costs effected by bonus voucher requirements, and are not restricted as to source. The United States is somewhat disadvantaged by distance and therefore freight costs, and to a certain extent by cheaper, albeit sometimes inferior, products from other sources. Although sales of consumption goods may be increased as a result of new wage policies for low income groups, their demand is likely to be limited to food and to other consumer items domestically produced rather than imports.

Elections scheduled

The major development in recent months affecting present and future trends was the announcement by President and Chief Martial Law Administrator Yahya Khan on Nov. 28 of elections to be held Oct. 5, 1970 for a constituent assembly to formulate a constitution within 120 days and, if successful, to form the first elected government under that constitution.

Initial weeks of political campaigning beginning Jan. 1 indicate mixed and often unspecific economic proposals. In the interim, however, the Martial Law Administration (MLA) is moving forward in several economic spheres designed to enhance the pace of development in East Pakistan and other more depressed areas, to broaden the base of participation in the economy, and to reduce the disparity in the economic welfare of the lower classes vis-a-vis the entrepreneurial class and to some extent the landed wealthy.

The MLA in recent months has:

► promulgated in February an anti-monopolies law first proposed with the June 1969 budget and revised reflecting discussions and comments in the ensuing months;

► enforced new minimum wage levels and promulgated a labor policy under which collective bargaining is proceeding;

► moved forward with measures to encourage private industrial investment in East Pakistan, mainly in small and medium industries, by formulating the Equity Participation Fund through which government will become an equity partner with new private entrepreneurs, and by shifting the headquarters of the main lending institution for small and medium industries, Industrial Development Bank of Pakistan, to Dacca;

► agreed in principle to flood protection programs for East Pakistan outside the framework of the Five-Year Plans and is seeking Consortium assistance for agricultural and water programs for that Wing;

► in November stepped up FY 1970 development budget allocations to stimulate current economic activity;

► advanced the consideration of a comprehensive new education policy and other social sector programs in the context of consideration of the Fourth Five-Year Plan draft. While steps taken represent only a beginning, and the impact of most of these is yet to come, the direction has been clearly identified.

SEVERAL LARGE U.S. INVESTMENTS have been approved recently by the Government of Pakistan, but U.K. still dominates investment scene. Above is the Parke-Davis pharmaceutical plant in Karachi.

Plan deliberations proceeding

On Feb. 3 the National Economic Council (NEC) chaired by President Yahya decided to proceed with the Fourth Plan on schedule beginning July 1, 1970 despite proposals by politicians and others to postpone it until after elections. After consideration of the draft Outline before it, the Council directed that the Plan be revised and finalized for final consideration by the NEC in June, giving greater emphasis to reducing regional disparity and increasing social welfare programs.

Reconciling West and East Pakistani viewpoints on regional disparity looms as one of the most serious difficulties. Finalization of the Plan must also encompass the decision to break the single Province of West Pakistan into several provincial units and some judgment on the degree of autonomy to be accorded to these provinces. In view of the impending elections and formulation of an elected government, it is recognized that the Plan must be flexible and subject to revision as seen fit by that government.

Realization of the 6.5% projected growth in GNP for FY 70 seems doubtful. Industry has been adversely affected in a number of ways, but the level of industrial output (for which there are as yet no FY 1970 statistics) may not be far from that of FY 1969. Main agricultural crops have had mixed results, but, despite some ambiguity about total rice production in East Pakistan, should contribute substantially to overall growth for the year.

While Fourth Plan targets and allocations are still under consideration, the draft in circulation proposes a 6.5% p.a. GNP growth target. The draft calls for an increased gross flow of foreign aid to maintain recent aid levels net of debt servicing. It also makes plain that in order to achieve proposed targets, mobilization of additional resources through taxation

PRIVATE INVESTMENT IN EAST PAKISTAN is getting strong emphasis and the main lending bank for small and medium industries has been moved to Dacca. Above, Hotel Inter-Continental, Dacca.

and induced savings will also be necessary. Policies and means to produce the necessary tax increases have yet to be decided.

Agriculture remains the major economic activity with jute and rice dominant in East Pakistan and wheat and cotton in the West. In the East the jute crop was substantially larger in FY 70 than in flood ravaged FY 69 while rice production for the year as a whole should show a more modest increase. Low grain imports in FY 69 combined with disappointing rice crops in East Pakistan led to a grain shortage currently being alleviated by imports of some 1.7 million tons of grain of which up to 1 million tons of wheat will be supplied from the United States under PL-480. In East Pakistan, anticipated substantial increases in the relatively smaller winter rice crop have apparently been more than offset by declines in the larger fall crop, owing to pest damage.

Aiming for breakthrough

For the coming year efforts are being intensified to spread better seed and cultivation practices for both rice and jute crops in an endeavor to make progress toward the agricultural output breakthrough already experienced for the wheat crop in West Pakistan. Improved weather in West Pakistan in recent weeks has brightened the outlook for achieving (and perhaps exceeding) the 7 million ton wheat forecast for FY 70, following a 6.6 million FY 69 crop. Cotton production has shown a more modest increase and is getting increasing attention for possible improved seed varieties and processing. Thus, likely trends in the next year or two are efforts to step up yield for cotton in the West and jute and rice in East Pakistan where achievement of high growth potential will require a major extension effort.

Chronic shortages

While the index of industrial production is not yet available for FY 70, industrial output has been adversely affected by political uncertainties as well as by work stoppages under the exercise of the new labor policy and chronic shortages of imported raw materials. Nevertheless, production of jute and cotton textiles continues on the increase and new plants are being sanctioned. Production of miscellaneous manufactures is also reported on the increase.

Fourth Plan industrial investment and other priorities have not yet been established, but emphasis in the industrial sector is expected to be directed towards development of light and heavy engineering, petrochemicals and steel as well as to the encouragement of small industrial ventures in more depressed regions. For East Pakistan joint public and private ventures are envisaged and for certain projects majority or minority foreign equity participation is in fact desired. While frequently political campaign speeches include calls for nationalization of finance and/or industrial bodies, distrust of government-run bodies is also prevalent. It appears likely that the trend will be towards fiscal remedies and such regulatory measures as provided in the anti-monopolies and securities exchange ordinances promulgated by the MLA with anticipated early implementation, although some pressure for nationalization of at least banks and insurance companies will continue.

Exports lagging

Exports, targeted to grow at 10% during FY 1970 were actually lagging behind FY 69 exports by nearly 7% through February of this year largely due to sharp falloff in primary commodity exports. Slow movement of raw jute exports has begun to pick up but raw cotton shipments through January were 65% lower than in the same period the previous year. The export of basmati rice which has also lagged in 1968 and 1969 was bolstered by a sale of 150,000 tons to Kuwait in February for deliveries over a 15-month period. The sale was concluded, however, at a price of £ 90 per ton, well below earlier minimum prices.

Exports of manufactured items continue to grow, increasing by 13% in the first seven months as compared with last year. Cotton textile exports to the United States and elsewhere are growing about twice as fast. There is still hope for a positive turn in the overall level of exports for the year although further pricing policy changes for commodities may be required. Nevertheless, the 10% growth target for FY 1970 now appears quite clearly out of reach, and achievement of the more modest 8.5% annual growth target suggested for the Fourth Plan may require further pricing policy decisions. The entire export bonus system of incentives to exports rendering multiple effective exchange rates for both imports and exports has been a target of widespread criticism and is under review by government committee.

Imports also have continued to lag and through February this year were 5.9% below the first seven months of FY 69. A decision was taken by the Cabinet in late 1969 to liberalize imports to boost production and the import policy for January-June 1970 has provided fuller and earlier utilization of entitlements. There are some indications that improving overall business conditions may encourage their full utilization.

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Imports of fertilizer and iron and steel items remain the largest items financed under AID commodity loans which totalled $91 million from FY 69 appropriations. FY 70 commodity aid level from funds recently appropriated by Congress is expected to be determined in the near future with essentially similar commodity composition. Demand for imports of wheat, edible oil and other commodities has been high and imports are limited by U.S. PL-480 budgetary ceilings. Import of some one million tons of wheat and 140,000 tons of edible oil are contemplated in FY 70 and early FY 71.

Gold and foreign exchange reserves, which recovered during FY 69 from low 1968 levels, have held steady in recent months, standing at $320.0 million the week ending Feb. 20. Since the beginning of FY 70 Pakistan has made a net drawing from the IMF and its reserves have been used to support imports. The impact of reduced exports has been mitigated by a somewhat lesser decline thus far in export payments receipts, by the decline in imports, and by the activation of special drawing rights (SDR's) under the new IMF facility and by use of reserves.

Nevertheless, prospective trends would indicate substantial pressure developing on reserves if export growth is not soon recovered, as Pakistan's debt servicing burden will be increasing in the early 1970's. The increasing burden reflects in part past acceptance by the Government of more debt on hard terms and the expiration of earlier grace periods of soft loans, including passage of the ten year grace period for the substantial U.S. commodity aid loans initiated in the early 1960's. The debt servicing ratio is approaching an estimated 20% of foreign exchange earnings, which is still low compared with other developing countries, and a February special meeting of the Aid to Pakistan Consortium focused largely on the prospective decline in net aid after debt service and containment of the growth in Pakistan's debt servicing burden in light of probable future trends in earnings and aid levels. As a follow-up to the meeting an IBRD official will visit donor countries prior to the July Consortium meeting to canvas possible actions which can be taken.

Easier monetary policies

Monetary expansion restraints in the latter part of the Third Five-Year Plan 1965-70 have been eased and the planned increase in money supply in FY 70 has been occurring. Although private investment activity in West Pakistan appears to be buoyant, such activity in East Pakistan is still lagging. Total bank credit as of Feb. 13 was 1.2% below the corresponding level a year ago. The inter-bank call money interest rate has remained around 5½% during FY 70 compared to levels up to 7% the previous year.

A large volume of the industrial credit from the commercial banking system flows to the activities of a relatively small group of industrial interests, many of whom actually also control the banking facilities, a circumstance largely responsible for the frequent calls for bank nationalization. Recent State Bank directives to limit the total portion of lending availabilities for individual customers is an attempt to moderate the imbalance in this situation and further such measures may be contemplated.

Endeavors to channel increased incomes in West Pakistan farm areas into commercial bank deposits are continuing but apparently with only limited success thus far. In view of the near money nature of fixed deposits and Postal Savings accounts, these have been recently included in money supply figures thus bringing the total to levels substantially higher than previously reported. However, based on comparable figures twelve months earlier, monetary assets for the latest date available, Feb. 27, were up by about 7%.

The budget for FY 70 provides for some $546 million in defense spending, unspecified between domestic and foreign exchange costs, or roughly one-half the budget provided for the Annual Development Program. This level is believed necessary by the Government in view of its own assessment of its defense needs and unavailability of military assistance programs formerly provided by the United States. At approximately 3.5% of GNP, the defense burden has been reduced compared to 1966 and is not excessive when compared in similar terms with the defense program of other countries. The increase in the budgetary provision for development needs in FY 70 outranked that for defense. Except for non-lethal items and spare parts, U.S. policy prohibits any defense weapons sales to Pakistan.

Accumulated foreign private investment in Pakistan is still predominantly British resulting from pre-partition investments in industry, trading, banking, finance, tea production, etc. Some disinvestment by United Kingdom jute trading interests has recently occurred. Since partition there has been relatively little foreign investment in the rapidly developed cotton and jute textile industries.

However, U.S. and European participation in a variety of other investments in petroleum refining and marketing, pharmaceuticals, dairies, glass etc. have occurred with the United States emerging as the fastest growing source of direct investment. Two large fertilizer plants in West Pakistan have been or are being developed with U.S. equity interest. As Pakistan's industrial development turns to steel, petrochemical, cement and other basic industry, and from there ultimately to more technologically intensive industry, the scope for foreign investment may continue to grow. The Government of Pakistan's policies, in principle, welcome foreign private investment in a wide variety of fields, with continuing heavy interest for the present and near term future in fertilizer and pesticide production and other agriculture-related industry.

Pakistan's trade with the communist countries grew by 33% in 1968-69 over the previous year but still lagged behind 1966-67 levels. Communist country trade amounted to 12.7% of Pakistan's exports and 12.5% of imports in 1968-69. In the past year, new barter agreements have been signed with several communist countries which call for increased levels of exchanges.

However, Pakistan continues to have difficulty placing more of its manufactured products and receiving needed raw materials under the barter agreements. Also, some communist countries have resold Pakistani commodities to western countries, thereby infringing on traditional Pakistan markets.

There have been no sizable new communist country aid commitments in the last six months. The USSR has agreed to prepare a feasibility report on a one million ton steel mill to be located in Karachi. The mill would utilize imported ores and coal.

Credit is important

There is good sales potential in Pakistan for earthmoving equipment, railroad equipment, textile machinery, cotton-ginning machinery, air conditioning and refrigeration equipment, industrial instrumentation, food processing and packaging equipment, and business and accounting machinery and equipment.

The market, however, has been conditioned to expect liberal credit on capital equipment purchases. Concern over the growing debt servicing problem combined with a hardening of Eximbank terms are resulting in the Government of Pakistan in some instances declining to seek Eximbank financing in favor of more attractive credits available from other sources.

New Argentine Development Plan aims at 31% growth in GDP

Would provide State financing to help firms achieve desired size to meet foreign competition; new industrial unit proposed

Argentina's planners are taking a more active role in shaping the nation's economy. In the late 1960's Argentina's national development planning related chiefly to preparation of annual national budgets. In February 1970, however, the Secretariat of the National Development Council published the National Development Plan 1970-74.

The three objectives identified as fundamental to the Plan were:

- A sustained economic growth (an increase of 31% in the gross domestic product to result from annual increases of 5.5%);
- A progressive redistribution of income in favor of wage earners; and
- Extension of national sovereignty in the economic field.

The National Development Plan 1970-74 asserts that foreign-owned enterprises have a better capacity to obtain capital than Argentine-owned enterprises. As a consequence, the Plan calls for the formation of Argentine-owned enterprises with State support necessary in order to achieve the desired economies of scale. The proposed strategy envisions creation of a public industrial entity, with share capital publicly and privately owned.

The Plan proposes that a public industrial entity reorganize, re-equip, and merge small Argentine-owned enterprises, as well as create and expand industrial activities generally. Sales of public bonds of this entity are to provide financing for its operations in support of both the programs of industrial reconversion and agricultural readaptation. Such financing is projected to reach $114 million by 1974. Operations of this entity would extend to banks serving the industrial sector, but not to public service operations.

The Plan foresees annual accumulative growth rates for the agricultural sector and the industrial sector of 3.5% and of 7%, respectively.

The Plan notes particular instances of planned increases in Argentine production of intermediate goods. Steel output is to reach 4.4 million metric tons by 1974. A carbonate of soda ash plant of 200,000-metric-tons capacity is to be brought into operation. Petrochemical capacity is to be further increased. Facilities for producing aluminum and newsprint are to begin production.

A number of measures are to be taken under the proposed Industrial Reconversion Program. Import tariffs are to be gradually realigned and reduced.

The National Public Investment Plan presented in support of the National Development Plan calls for increases in national public investments from approximately $1.4 billion in 1969 (nearly double that of 1966) to nearly $2 billion for 1974. Investment as a percentage of national public expenditures is scheduled to increase from 26.8% in 1969 (13.2% in 1966) to 36% in 1974.

Public investment details

Public investment in education is planned to grow by 53.8% between 1969 and 1974. Similar percentages for health (including water and sanitation) services and for housing are 132% and 495%, respectively. As a percentage of total public investment, government investment in the economic sectors will decrease from 79% to 72%. Absorbing this reduction is a planned increase from 12% to 21% in social investments. Miscellaneous public investment will decrease from 9% to 7%.

Investments in public industries include those to increase steel production capacity, to develop the Sierra Grande iron ore deposits, and to further development of copper and aluminum production.

Power projects include the completion of the El Chocon hydroelectric facilities, hydraulic and thermal generation facilities in Lujan de Cuyo (Mendoza), the Cabra Corral hydroelectric development in Salta, and thermal generation in Mar del Plata. Also planned are further development of generation and distribution facilities for the Atucha atomic fueled facility and for SEGBA (Greater Buenos Aires Electric Power), and the Futaleufa hydroelectric facilities and the transmission line from there to Puerto Madryn (Province of Chubut).

Planned public investments in transport and communications include numerous central telephone installations in the Buenos Aires metropolitan area and in other municipalities; extensive paving of national highways; remodeling and en-

ARGENTINA WILL HELP ITS INDUSTRIES achieve the necessary growth to compete with foreign-owned enterprises. Below is the Pond's Argentina new plant in Hurlingham, a suburb of Buenos Aires.

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largement of 15 airports; various port construction projects; and partial renovation and replacements for the fleets of the national maritime lines (ELMA) and the national airline (Aerolineas Argentinas). In the public health sector, hospital capacity is to be enlarged and modernized.

Annual national public investments in the education and culture field are to rise from $60 million in 1969 to over $91 million in 1974 for a total five-year investment of over $388 million. Of this total, $103 million is for elementary education, $74 million for intermediate, and $211 million for higher and university education. Part of the expenditures on education, some $90 million, will go for construction, modernizing, and repairing of around 6,100 elementary school buildings outside of the Buenos Aires area. In addition, similar elementary school investments of over $12 million are to be made within Buenos Aires.

National public investments in housing for the 1970-74 period are planned at $378 million. For the same period, national public investments in water and sanitation facilities are planned at over $500 million, with an annual rate reaching around $114 million in 1974.

The Plan emphasizes that capital is the scarce factor limiting economic development of Argentina and that, consequently, there is preferential consideration for public capital formation for the general problem of financing development, for balance of payments prospects, and for the improvement in human potentialities through education and social service. Labor supply does not appear as a limitation on development. Unemployment is anticipated to be about 3.3% in 1974.

Other notable features of the Plan include:

► Basic income is to be redistributed in such a way as to reduce the differences in wages among regions and different activities. An average annual increase in real wages of 5% is proposed, with overall annual growth per capita in real terms of 4.2%.

► The annual rate of exports is expected to reach $2.3 billion in 1974, of which $830 million is to be manufactures of agricultural and industrial origin. Imports are to increase to around $1.7 billion by 1974, and to be composed chiefly of capital goods.

► Planning for industrial development includes programs for the decentralization of industry, and the operation of an industrial reconversion program to augment the efficiency of Argentine-owned enterprises and reduce costs generally.

New information center

A new organization, the International Center for Economic Information (CIDIE), has been established to serve business and economic planners concerned with the conduct of business in Argentina. The Center begins operations on April 1 in Buenos Aires.

CIDIE was created through the cooperative efforts of the National Industrial Conference Board and the Latin American Economic Research Foundation of Buenos Aires. It will assemble from both private and public sources all of the data that have a significant bearing on the business and economic environment in Argentina.

According to Dr. Dagnino Pastore, Minister of Economy and Labor, "this joint effort by private research groups to improve and accelerate the flow of business information between our two countries can make a major contribution to our understanding of each other's economic goals and methods of operating, and thereby promote joint efforts in our respective countries."

Write: National Industrial Conference Board, 845 Third Ave., New York, N.Y. 10022.

Eximbank credit helps RCA introduce computerized printing in Japanese market

The Eximbank has authorized a $2.3 million credit to Okura Trading Co. of Japan to finance 50% of the U.S. cost of eleven RCA Electronic Composition Systems, known as "Video Comp 800." The total cost of U.S. procurement is estimated at $4.6 million including ocean freight and insurance. The Morgan Guaranty Trust Company has joined Eximbank by extending a credit of equal amount to finance the balance.

Okura, established in 1873, is one of the major trading companies in Japan and an agent of RCA. Developed by RCA, Video Comp is a high speed computerized printing which can produce a limitless variety of styles and sizes; write sharp, clear line drawings correctly sized and positioned with text; and produce a fully composed page in seconds in true size or on microfilm.

The financing was authorized to assist RCA and Okura in creating a market for this advanced printout equipment in Japan and other countries in the Far East. One unit will be on display in Tokyo during Expo '70.

Ceylon Aid Group praises country's progress; notes need for continued help

At its recent meeting in Paris, the Ceylon Aid Group praised that country's economic progress since formation of the Group under the sponsorship of the World Bank in 1965.

Commitments signed by the Group in 1969 amounted to about $95 million and disbursements were about $65 million, the highest levels since the Aid Group was formed. Disbursements in 1970 are expected to be larger than in 1969. The Group recognized the need for substantial external assistance to Ceylon in the future, with continued emphasis upon commodity aid.

The following countries and organizations belong to the Ceylon Aid Group: Australia, Canada, France, Germany, Japan, United Kingdom, United States, World Bank, International Monetary Fund, Asian Development Bank and United Nations Development Program. Denmark, Italy and India sent observers.

Eight Iowa cities to host traveling export workshop

Eight Iowa cities will host a traveling export workshop during the week of April 6-10.

A two-man team consisting of David Parker, Continental Illinois National Bank, and Ken Byrns of the Commerce Dept's Des Moines Field Office will start at Newton on Monday and wind up in Council Bluffs on Friday. In between, they will conduct programs on "The Banker in Your Export Future" at Ames and Jefferson on Apr. 7, Spencer and Storm Lake Apr. 8, and Ida Grove and Sioux City Apr. 9.

The program will vary in Ida Grove (Basics for the New Exporter) and Jefferson (Who Can Help You to Export?).

For details contact the Chamber of Commerce in any of the cities, the Regional Export Expansion Council, or the Des Moines Field Office.

Licensing ties goal of five U.K. firms

• A license to manufacture industrial humidifiers is sought by a British producer of electric immersion heaters, air heaters and heat exchangers. The firm was established in 1927 and employs about 100.

Write: Eltron (London) Ltd., Accrington Works, Strathmore Road, Croydon, Surrey, CR9 2NA, England. WTD. **P-70474.**

A brochure describing the British firm's product line is available on a loan basis from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

• A licensing arrangement is sought by a London firm to manufacture relief, plug, butterfly, solenoid, multi-way, shut-off, needle, throttle, miniature, check and high pressure reducing valves.

Established in 1962, they employ 86 people with branches at Amsterdam, and Wolverhampton and Dorset, England. The firm presently manufactures ball valves, hydraulic and pneumatic test equipment and component parts for the mechanical valve industry.

Write. S. B. Products Ltd., Dellbow Road, North Feltham Trading Estate, Feltham, Middlesex, England. WTD. **P-70478.**

• Licenses to manufacture industrial catering equipment, particularly products involving sheet metal work, plating and painting are sought by a British firm. Currently, the company produces commercial tea and coffee brewers, stainless steel food serving equipment, fog and spot lights and floor polish sprayers.

The firm has recently moved its production facilities from London to Hastings in order to expand.

Write: W. M. Still & Sons Ltd., 106/109 Saffron Hill, London, E.C.1, England. WTD. **P-70476.**

• A British firm seeks a license from an American company to manufacture vacuum metallurgical equipment or equipment related to their present line.

The company employs 900 people and manufactures high vacuum pumps, valves and gages, vacuum coating equipment, vacuum impregnation and resin casting machinery, and freeze drying equipment.

Write: Vacuum Products Division, General Engineering Co. (Radcliffe) Ltd., Station Works, Bury Road, Radcliffe, Manchester M26 9UR, England. WTD. **P-70477.**

• A Hampshire firm seeks licenses and the necessary technology to manufacture equipment in the inductive coupling field. The company is experienced in the design and production of receiver and transmitter units, microwave aerials and communication and transmission systems. It would also be interested in cooperating with a U.S. firm in research and development.

Write: Spembly Ltd., Electronics Division, Enham Arch, Newbury Road, Andover, Hampshire, England. WTD. **P-70469.**

Two New Zealand firms want licenses

Two New Zealand companies are seeking licenses to produce additional products. Electrix Ltd. is interested in devices in the electrical field, and Mason Brothers Engineering Ltd., a steel fabrication firm, wishes to expand into wheels, weldable pipe fittings, tubing, saws and fasteners.

• Licenses to manufacture products in the electrical field are sought by an Auckland company. Of particular interest are heavy duty industrial electrical switchgear and associated control components.

Currently, the firm engages in electrical engineering and design, installation, maintenance, construction and the production of equipment for industrial projects. Its manufacturing operations have centered mainly around heavy industrial electrical switchgear and control components. Plant facilities include full electrical engineering capabilities and an adequate sheet metal fabrication plant. The company is known in New Zealand for its work on major construction products and is a subsidiary of a U.S. firm.

Write: A. M. Parsons, Sales Manager, Electrix Ltd., 34 Saleyards Rd., P.O. Box 22-088, Otahuhu, Auckland, New Zealand. **P-70465.**

• A New Zealand engineering and steel fabrication company is very interested in manufacturing, on a joint venture or licensing basis, new products to diversify the company's existing activities. Of particular interest to the firm are items such as automobile or truck wheels, weldable pipe fittings, conveyor chain, finned tubing, heat exchangers, saws, industrial fasteners and grinding wheels.

The company currently produces pressure vessels, ordinary steel vessels, steel fabrication for hydroelectric power installations, fork lift truck and front end loader components and open steel floorings. If necessary, the firm will tool up for new items requiring volume output.

Write: James J. Drewry, Assistant Manager, Mason Bros. Engineering Ltd., Pakenham St., P.O. Box 2218, Auckland 1, New Zealand. WTD. **P-70470.**

U.S. aid in petroleum coke venture in Argentina sought

Yacimientos Petroliferos Fiscales (Argentine Government Oil Fields) invites U.S. firms to participate in a project to process petroleum coke from crude oil obtained at Government operated refineries. Bids will be opened on June 16.

To obtain further information and copies of the bid documents which cost $15, interested U.S. companies should **write:** Yacimientos Petroliferos Fiscales, Sala de Apertura de Licitaciones, Sarmiento 770, Buenos Aires, Argentina. **P-70467.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

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Venezuelan land project may provide U.S. firms with export opportunities

The Government of Venezuela is working on the improvement of agricultural lands south of Lake Maracaibo, a land area of 636,400 hectares, to be improved by dikes (Bs. 74 million), drainage (Bs. 26 million) and roads (Bs. 16.2 million), with a total cost of Bs. 116,200,000. (All data is based on estimates made in 1965.)

Details concerning the plans for this project are included in two 1965 studies entitled "Economic Study of the Southern Part of the Lake of Maracaibo," in English, made by Estudios Economicos y Financieros of Caracas, and "Proyecto de Desarrollo de la Zona Sur del Lago de Maracaibo," in Spanish, made by an Interministerial Commission of the Venezuelan Government. These documents may be viewed in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

In addition to the infrastructure expenditures of Bs. 116,200,000, it was estimated that expenditures of Bs. 68,725,000 would be made for expropriation of land (Bs. 26 million), land clearing (Bs. 9.025 million), land leveling (Bs. 3.150 million), farm roads (Bs. 11.7 million) and expenditures for livestock and buildings totaling Bs. 160,964,520. These expenditures were to take place during a period of eight years after initiation of the project.

The construction activities for this project are about one-third completed. The principal remaining infrastructure projects are drainage, control or relocation of rivers and road construction.

While it probably is not feasible for U.S. companies to bid on the infrastructure section of the project, its realization should provide sales opportunities for the following U.S. products: dredging, earthmoving and roadbuilding machinery; tractors and farm machinery; rural power plants; breeding stock such as cattle and pigs; dairy farm equipment; milk processing equipment; meat processing equipment; river boats and outboard motors; telephone equipment; and hospital equipment. The principal town in the area is San Carlos.

Further details concerning this project are available from Dr. Juan Jose Bolinaga, Jefe de Oficina de Programacion y Presupuesto, Ministerio de Obras Publicas, Torre Sur, Centro Simon Bolivar, Caracas, Venezuela.

Telecommunications equipment sought by Brazilian agency

The Companhia Auxiliar De Empresas Eletricas Brasileiras has issued Tender No. 35 for the supply and installation of telecommunications equipment. The bid deadline is June 4.

Bids should offer microwave equipment, main and stand by, VHF radio equipment, power line carrier, automatic telephone, teletype and emergency power equipment.

Copies of the tender announcement and specifications are available from the Coordenador De Compras, Cia, Auxiliar De Empresas Electricas Brasileiras, Av. Rio Bronco, 135-15 Andar ZC-00, Rio De Janeiro, Brazil. One copy is available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Construction contractors sought for variety of projects in Israel

Netivey Ayalon Ltd., 29 Idelson St., Tel Aviv is planning to build a network of expressways, bridges, and a water diversion canal, estimated at $25 million.

A bid for this project will be published in the second half of 1970 and actual construction should start either in 1971 through 1974, or in 1972 through 1975. Study of this project is being conducted by Mr. Ardivi, Management Consultant, 25 Carlebach St., Tel Aviv.

According to information supplied to the American Embassy in Tel Aviv, Netivey Ayalon is a limited company (public enterprise), in foundation, succeeding a partnership started in 1965 between the State of Israel and the Tel Aviv Municipality to handle the construction of a highway along the Ayalon River Bed which will connect the Haifa-Jerusalem roads. The company is controlled by the State of Israel and the Tel Aviv Municipality, each holding 50% of its shares with a decision share held by the Ministry of Communications.

Financing of the project will come from the Government of Israel and possibly from international sources.

Presently there is only one copy available of the project specifications, which consist of a few hundred pages. The company's manager is now preparing a "resume" and will send five copies to the U.S. Embassy for transmittal to the Construction and Building Materials Division, BDSA-645, Room 5611, Department of Commerce, Washington, D.C. 20230 (202-967-3602).

A World Trade Directory Report on the organization has been initiated and will be mailed shortly to the Department of Commerce, which will sell it for $2.00 a copy to the U.S. business community through its Commercial Intelligence Division.

SHAPE issues tender on teletype paper winders

The Purchasing and Contracting Office, Ace Communications and Electronics Equipment, Communications and Electronics Division SHAPE B 7010, Belgium has issued Tender No. 70-06 PS/MEB for the supply of Teletype Paper Winders. The bid deadline is May 5.

Bids should offer 12 paper winders and spare parts for ten units. Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison and Trade Opportunity Staff, BDSA 541, U.S. Department of Commerce, Washington, D.C. 20230.

Copies of the tender announcement and specifications are available from the Purchasing and Contracting Office, Ace Communications and Electronics Equipment, Communications and Electronics Division, SHAPE B 7010, Belgium or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Nova Scotia steel firm in $84 million expansion

The Sydney Steel Corp. at Sydney, Nova Scotia, and the provincial government announced a program of modernization which is estimated to cost in the order of $84 million over a period of years. This program for the provincially-owned company was included in the throne speech at the opening of the fourth session of the forty-ninth Nova Scotia Legislature on Feb. 19.

The approved program is planned in two phases. The first provides for vacuum de-gassing facilities to come onstream by 1971 and substantial improvement of the rail mill finishing facilities by 1972.

The second phase will begin with the building of two basic oxygen converter furnaces (BOF) to replace the five open hearth furnaces. Associated with these furnaces will be continuous slab and bloom casters to take maximum advantage of both the economics and the quality of steel produced. The construction of this part of the plant will require new buildings, additional works services and all the associated elements and laboratory facilities to make this part of the plant operable. These improvements are planned to come into operation before the end of 1973.

The management believes that on completion of these two phases the productive capacity of the plant will be in the order of 1,250,000 improved quality ingot tons per year.

The design and layout of the plant for both phases have been planned in such a way they can form part of a much longer-range plan involving further expansion in capacity of the plant if circumstances warrant.

During the calendar year 1969 a new production record was made at the plant, with production over one million tons. It is estimated by the management that more than one million tons was also produced in the twelve months which will end Mar. 31. The outlook for production of a similar quantity in the fiscal year ending Mar. 31, 1971 is good.

U.S. firms interested in opportunities to sell equipment and to participate in the modernization program are advised to contact Robert B. Cameron, President of SYSCO, Sydney, Nova Scotia, Canada.

NATO opens bidding for supply of two phone patch units

The Purchasing and Contracting Office, SHAPE, in Brussels, has issued Tender No. 70-05 for two phone patch units required between high frequency single-side band receivers and attendant switchboards. The bid deadline is April 28.

Copies of specifications and conditions are available on a short-term loan basis to NATO qualified firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison and Trade Opportunity Staff, BDSA 541, U.S. Department of Commerce, Washington, D.C. 20230.

Venezuela considers constructing new city

The Government of Venezuela is considering building a new city in the valley of Tuy Medio, about 30 miles south of Caracas. The new city would include and extend mostly west from the villages of Santa Lucia and Santa Teresa. The villages of Charallave, Cua and Ocumare del Tuy would not be included within the new city but their growth would be stimulated by the presence of the near-by new city.

Justification for the new city and plans for its development as well as the expansion of the near-by villages were prepared for the Ministry of Public Works by Llewelyn-Davies Weeks Forestier-Walker & Bor, town planners, and by Nathaniel Lichfield & Associates, economic planners. Their three reports of March and October 1968 to the Ministry of Public Works and seven related maps (in Spanish) are available for review in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

The plan for a new city is designed to relieve the pressure of increasing population in Caracas by the creation of a new city which, including expansion of the near-by villages, would provide housing, employment and social services to a population of one-half million by 1990, assuming that construction began in 1969. Total construction and engineering costs were estimated at Bs. 4 billion (almost $1 billion) and, if realized, would provide a market for a wide variety of U.S. construction and building supplies and industrial equipment. However, the Venezuelan Government has given no indication as to whether it is planning to proceed with this project; budgetary limitations probably will postpone serious consideration of the matter for some years.

When and if the plan becomes active, further details can be obtained from Dr. Juan Jose Bolinaga, Jefe de Oficina de Programacion y Presupuesto, Ministerio de Obras Publicas, Torre Sur, Centro Simon Bolivar, Caracas, Venezuela.

Contractors asked to register for irrigation project in Mexico

The Secretariat of Hydraulic Resources has announced bids for the construction of irrigation zone Number 17, situated within the boundary lines of the States of Durango and Coahuila, known as the Comarca Lagunera (Lagoon Boundary). The World Bank-financed project, to be completed in two years, consists of canals and structures—2,054 units, construction and improvements of roads—27 miles; cabins for canal custodians—24 units; lining of canals—76 miles; and grading and leveling—185,325 acres.

Interested companies may contact, directly or through an agent, the Departmento de Contratos de La Direccion de Construccion, La Secretaria de Recursos Hidraulicos, 10th Floor, Reforma 69, Mexico, D.F., to obtain detailed information about the proposed project, and register (the fee is 50 pesos or $4). The last day of registration, April 2 may be extended under special circumstances.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

019 Miscellaneous agriculture

01920 — FRANCE — Natural preserved (dried) flowers and foliage for decorative uses. Feuillazur (importer, distributor), B.P. 83, Le Pont du Berger, 83-Ollioules. WTD 3/70.

01920 — IVORY COAST — Tropical plants, flowering and non-flowering. Correspondence requested in French. M. Pierre Behere Soprova (importer, distributor, retailer), B.P. 1182, Abidjan. WTD in preparation.

01920 — YUGOSLAVIA — Complete greenhouses and equipment, most modern design, automatic temperature controls, 100,000 square meters; acquiring technology relevant to growing and marketing cut flowers and potted plants of all types; constructing a complete "garden center"; ZITNJAK, Garden Combine, Attn: Eng. Petar Karlovic, Director or Gjorgje Blagojevic, Commercial Director (producer of cut and potted flowers), Radnicka cesta D. Dakovica 171, Zagreb. WTD in preparation.

121 Bituminous coal, lignite mining

12112 — PORTUGAL — Supply of 240,000 tons of bituminous coal, finely ground to 10 millimeters. Of this amount 180,000 tons must contain 15-18% of volatile matter, and 60,000 tons

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23-32%. Delivery in monthly installments of 20,000 tons during 1971 commencing January. Requests price quotations c.i.f. Lisbon and unloading conditions. Empresa Cimentos de Leiria (manufacturer), Rua de Braamcamp 7, Lisbon. WTD in preparation.

203 Canning, preserving foods

20331—GERMANY—All kinds of canned fruits. Direct purchase and agency. Wilde GmbH & Co. KG (importer), Kornpfortstr. 19/21, 5400 Koblenz. WTD 3/70.

20332—GERMANY—All kinds of canned vegetables. Direct purchase and agency. Wilde GmbH & Co. KG (importer), Kornpfortstr. 19/21, 5400 Koblenz. WTD 3/70.

208 Beverage industries

20851 — FRANCE — Products of distilleries and industrial alcohol plants such as whiskey, spirits, other distilled liquors including gin. Price lists requested. Correspondence requested in French. William Pitters S.A. (importer, distributor), 24/26 rue de Saget, 33 Bordeaux. WTD 3/70.

229 Textile goods

● **22900—CEYLON**—2,473 coils of 3 strand manila rope, in coils of 120 fathoms each and with ½ to 14 inch circumferences. Tender No. COM/TEN/70/9; bid deadline May 26. The Chairman, Tender Board, Department of Government Stores, P.O. Box 418, Colombo, Ceylon. Copies of tender documents are available from the Office of the Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008 (202-483-4025).

236 Girls', children's, infants' outerwear

23610—GERMANY—Baby's and children's (up to 2½ years of age) dresses, woven fabric blouses, blousettes, waists and shirts. Requests price quotations c.i.f. European ports. Direct purchase and agency. Babywelt A. Stengel & Co., KG. (importer, distributor, agent), 4 Duesseldorf-Gerresheim, Heyestrasse 10-16. WTD 3/70.

23612—GERMANY—Baby's and children's (up to 2½ years of age) sports shirts made from purchased knit fabric. Requests price quotations c.i.f. European ports. Direct purchase and agency. Babywelt A. Stengel & Co. KG. (importer, distributor, agent), 4 Duesseldorf-Gerresheim, Heyestrasse 10-16. WTD 3/70.

23690—GERMANY—Children's and infants' (up to 2½ years of age): coats, suits, snow suits, and coat and legging sets; swimwear made from woven fabric; play garments, incl. playsuits, playshorts, dungarees, jeans and slacks; other woven outer garments, incl. skirts, robes, (terrycloth, quilted) headwear, neckwear, etc.; sweaters, jerseys, pullovers, cardigans and sacques (made from purchased knit fabric); other knit outerwear, incl. play garments, creepers, rompers, buntings, etc. Requests price quotations c.i.f. European ports. Direct purchase and agency. Babywelt A. Stengel & Co. KG. (importer, distributor, agent), 4 Duesseldorf-Gerresheim, Heyestr. 10-16. WTD 3/70.

241 Logging camps, logging contractors

24110 — SWITZERLAND — Timber, trench quality: Douglas and hemlock fir; red and gray elm; walnut, red cedar. Otto Laderach's Erben, OLWO; Attn: Mr. Urver (manufacturer, agent), 3076 Worb. WTD 4/69.

242 Sawmills, planing mills

24212—TRINIDAD & TOBAGO—Western red cedar in following dimensions, 1 x 8 and 1 x 12 and pitch pine 1 x 6; 1 x 8; 2 x 2; 2 x 3 and 2 x 4. Direct purchase and agency. Thomas & Sons Ltd. (importer, distributor, agent), 14 Pembroke St., Port of Spain, Trinidad, W.I. WTD in preparation.

24290—SPAIN—Oak staves: 97 cms. long by 8 or 9 cms. wide by 2.5 cms. thick; also oak staves: 56-60 cms. long by 8-12 cms. wide by 2.5 cms. thick. Correspondence requested in Spanish or French. Toneleria Mecanica del Ebro (manufacturer), Avda. de Bailen, 19, Logrono. WTD 3/70.

243 Millwork, veneer, plywood, prefabricated structural wood products

24320 — SWITZERLAND — Plywood of all kinds for application in building industries. Otto Laderach's Erben, OLWO; Attn: Mr. Urver (manufacturer, agent), 3076 Worb. WTD 4/69.

264 Converted paper, paperboard products

26451 — FRANCE — File folders, registers, sorter, binders and other die-cut paper, cardboard office supplies. Direct purchase and agency. Correspondence requested in French. Registres Emey, Classement E. Meyerhoff, S.A. (importer, distributor, manufacturer), 303, Route de Colmar, 67, Strasbourg-Meinau. WTD 2/70.

278 Bookbinding industries

27821 — FRANCE — Ledger, account and memo books. Direct purchase and agency. Correspondence requested in French. Registres Emey, Classement E. Meyerhoff, S.A. (importer, distributor, manufacturer), 303 Route de Colmar, 67 Strasbourg-Meinau. WTD 2/70.

27822 — FRANCE — Looseleaf binders and devices. Direct purchase and agency. Correspondence requested in French. Registres Emey, Classement E. Meyerhoff, S.A. (importer, distributor, manufacturer), 303 Route de Colmar, 67 Strasbourg-Meinau. WTD 2/70.

281 Industrial chemicals

28120—GERMANY—Sodium carbonate, sodium hydroxide, other alkalies. Direct purchase for distribution and agency on exclusive basis. EMESCO. Mettenheimer & Simon-Collischonn GmbH & Co. KG (importer, distributor, agent), Taunusstr. 52-60, 6 Frankfurt/Main. WTD 3/70.

28130 — GERMANY — Carbon dioxide, elemental gases. Direct purchase for distribution and agency on exclusive basis. EMESCO, Mettenheimer & Simon-Collischonn GmbH & Co. KG (importer, distributor, agent), Taunusstr. 52-60, 6 Frankfurt/Main. WTD 3/70.

28150—SWITZERLAND—Wood preserving and treatment products for building industries; all kinds. Otto Laderach's Erben, OLWO; Attn: Mr. Urver (manufacturer, agent), 3076 Worb. WTD 4/69.

28160 — GERMANY — Inorganic pigments, titanium, other white opaque pigments. Direct purchase for distribution and agency on exclusive basis. EMESCO, Mettenheimer & Simon-Collischonn GmbH & Co., KG (importer, distributor, agent), Taunusstr. 52-60, 6000 Frankfurt/Main. WTD 3-70.

28180 — GERMANY — Industrial organic chemicals, excluding agricultural, chemicals, flavor chemicals. Direct purchase for distribution and agency on exclusive basis. EMESCO, Mettenheimer & Simon-Collischonn GmbH & Co. KG (importer, distributor, agent), Taunusstr. 52-60, 6 Frankfurt/Main. WTD 3/70.

28190—ENGLAND — Magnesium carbonate, heavy and light technical and B.P.; magnesium oxide, heavy and light technical and B.P. One thousand ton lots for shipment commencing May/June 1970. Chemia Products (U.K.) Ltd. (importer), 17 Finsbury Square, London, E.C.2. WTD in preparation.

28190 — GERMANY — Industrial inorganic chemicals, as inorganic acids, aluminum oxide, potassium and sodium compounds, etc. Direct purchase for distribution and agency on exclusive basis. EMESCO, Mettenheimer & Simon-Collischonn GmbH & Co. KG (importer, distributor, agent), Taunusstr. 52-60, 6 Frankfurt/Main. WTD 3/70.

28197—TRINIDAD & TOBAGO—Caustic soda, sodium silicate, carbonate, pyrophosphate, toluene sulphonate, benzoate, trypolyphosphate and fluoride; acetic acid, citric acid, sulphate of potash, calcium carbide, aluminum sulphate, bicarbonate of soda, methylethyl ketone, mono sodium glutamate. Particulars regarding specifications, quantities, packing and terms desired will be given to prospective suppliers. Trinidad distributors Ltd. (importer, distributor, agent), 7 & 9 Marli St., Port of Spain, Trinidad, W. I. WTD in preparation.

283 Drugs

28315 — FRANCE — Biological preparations for veterinary use. Direct purchase and agency. Vetoquinol, S.A. (importer, distributor, manufacturer, agent), Rue Charles-Frechin, 70 Lure. WTD 2/69.

28349 — FRANCE — Antibiotics, anti-parasitical, other pharmaceutical preparations for veterinary use. Vetoquinol, S.A. (importer, distributor, manufacturer, agent), Rue Charles-Frechin, 70 Lure. WTD 2/69.

285 Paints, varnishes, lacquers, enamels

28516 — GERMANY — Rust-proofing paints which can be used as final coating on iron and steel structures, preferably those which do not require prior intensive rust removal operations. Quotations c.i.f. German North Atlantic port or f.a.s. U.S. port of shipment preferred. Industrie-Agentur Becker & Co. (importer, distributor, agent), Schwachhauser Heerstr. 82, 28 Bremen. WTD 5/69.

306 Fabricated rubber products

● **30600—BURMA**—Bids are requested by

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

the Myanma Export Import Corp. (Import Div.), Ragoon, for Vee Belt Endless 40' in various sizes. Bids are due on or before Apr. 15. Director-General, Mineral Development Corp., Rangoon. Tenders are available on a loan basis from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3387). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

307 Plastic products

30793—PAKISTAN—Plastic sheets (PVC). Requests catalogs, quotations, C & F., Karachi. Novelty Stores (importer), Shafquat House, Near S.M. College, Post Box No. 265, Bunder Rd., Karachi. WTD in preparation.

30795—GERMANY—Pressure vessels made of polyester for water treatment equipment. Correspondence requested in German. Exact GmbH (distributor, manufacturer), 6921 Untergimpern/Baden, Landstrasse 110. WTD 2/70.

331 Steel mill products

● **33100—INDIA**—Stainless steel banding wire, non-magnetic tinned, 54,500 meters of different sizes. Tender #P/504/47/193/31.1.70/PL; bid deadline Apr. 16. Director General Supplies and Disposals New Delhi. Copies of tender documents available for $1.00, India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33100—NEW ZEALAND**—500 steel tyre blanks. Tender #S 70/627; bid deadline Apr. 29. Comptroller of Stores, New Zealand Railways, Wellington. Copies of tender documents available from New Zealand Trade Commissioner, Suite 306, Associations' Bldg., 1145 19th St., NW., Washington, D.C. 20036.

● **33100—PAKISTAN**—100 lbs. rails, 7,850 tons; 90 lbs, 10,000 tons; 60 lbs. rails, 100 tons. Tender #PR-I/69/TR/9; bid deadline Apr. 22. Copies of tender documents available from Secretary Railway Board, Government of West Pakistan, PWR Headquarters Empress Road, Lahore.

● Mild steel sheets, billets, pig iron, zinc ingots, lead ingots, tin ingots and other raw materials for manufacture of telegraph poles. Tender #Pur 4-20/69/748, as amended; bid deadline May 7. T&T Directorate General, Karachi. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4412).

● Mild steel sheets, billets, pig iron, zinc ingots, lead ingots, tin ingots, and other raw materials for manufacture of telegraph poles. Tender #Pur 4-20/69/748; bid deadline May 7. T&T Directorate General Karachi. Copies of tender documents available from Iron and Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4412).

● 544 tons of steel plates; 2,116 tons of steel sheets; 110 tons of steel channels. Tender #PR-I/69/WAG/6; bid deadline Apr. 13. Copies of tender documents available from Secretary, Railway Board, Government of West Pakistan, PWR Headquarters, Empress Road, Lahore.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—CYPRUS**—Supply of various sizes of bare copper conductors, P.V.C. covered non-sheathed and P.V.C. insulated and sheathed cables. Tender No. 86/1970—REF: E/1/787/2255/70; bid deadline Apr. 30. Contact The General Manager & Chief Engineer, The Electricity Authority of Cyprus, P.O. Box 1466, Nicosia, Cyprus.

● **33500—IRAN**—Supply of 6 kv copper cable, 3 x 120 mm², 22,000 meters and 6 kv copper cable, 3 x 95 mm², 6,000 meters. Bid deadline May 4. Contact The National Iranian Steel Corp., Pahlavi Avenue, Tehran.

● **33500—IRAN**—Supply of 28,000 meters cable. Tender No. 13958, bid deadline May 4. Contact National Iranian Steel Corp., Tehran, Iran.

● **33500—ITALY**—Supply of watertight coaxial connector. Ref: AC/10946/AA:mgc, bid deadline May 4. Contact Purchasing and Contracting Officer, North Atlantic Treaty Organization, Saciant ASW Research Center, APO New York, N.Y. 09010. Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

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343 Heating apparatus, plumbing fixtures

34310—ISRAEL—Water and toilet vehicles for janitorial services on Boeing 747 Superjets. Lod International Airport (Israel) (importer, airport), P.O. Box 7, Lod (Attn: Mr. J. Wachtel Chief of Operations).

34320—AUSTRIA—Fittings for bath rooms, lavatories. Direct purchase and agency. Ing. Norbet Herzel (importer, distributor), Wielandplatz 9, Postfach 219, A-1101 Vienna. WTD in preparation.

34336 — AUSTRIA — Do-it-yourself central heating equipment for residential purposes; controls, parts, accessories for oil-fired warm-water central heating systems (residential). Direct purchase and agency. Ing. Norbert Herzel (importer, distributor), Wielandplatz 9, Postfach 219, A-1101 Vienna. WTD in preparation.

34336—NETHERLANDS—Industrial waste disposal equipment with air pollution control equipment, industrial gas and oil fired burner equipment. Exclusive sales rights requested for Benelux countries. Stookindustrie N.V., Attn: A. Wessels, Sales Mgr. (importer), 66 Generaal Vetterstraat, Amsterdam. WTD 3/70.

344 Fabricated structural metal products

● **34400—MALAYSIA**—The Government of Penang has issued a bid call for the supply of (a) six radial gates 6 feet high and 40 feet wide, complete with trunnions, embedded parts, automatically-controlled hoisting gear, and all necessary equipment; and (b) two stop log gates in 5 and 6 panels respectively for upstream and downstream, each of 40 feet span, complete with 12 sets of gate guides (provisional items). The works also include providing erection equipment, the supervision of work, and the correction of defects during the period of liability. The contractor shall tender for the whole of the works as specified, bid deadline Apr. 16, and may also submit separately with his tender his own alternative design proposals. The value of this contract is estimated at 600,000 Malaysian dollars. Tender documents for this project, Contract No. 9, are available from the State Engineer, Public Works Department, Penang, Malaysia, and also from the consulting engineers, Binnie & Partners (Malaysia), Mercantile Bank Bldg., Leboh Pasar Besar, Kuala Lumpur, Malaysia, upon payment of a tender deposit of 500 Malaysian dollars. One copy of the tender documents, complete with drawings, is available for review in Room 5611 of the Construction and Building Materials Division, Department of Commerce, Washington, D.C. ★(202-967-3602).

● **34400—INDIA**—The Director General, Supplies and Disposals, New Delhi. India, has issued Tender No. P/504/42/189/29-1-70/PL for 36 seamless steel empty chlorine gas cylinders. Bid deadline Apr. 17. Copies of specifications and conditions are available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for a fee of $1.00 each, not refundable, payable in advance.

34460—ISRAEL—Passenger ramps for servicing Boeing 747 superjets. Lod International Airport (Israel) (importer, airport), P.O. Box 7, Lod. (Attn: J. Wachtel Chief of Operations).

349 Fabricated metal products

34941—GERMANY—Control valves used for pressure vessels for water treatment equipment. Correspondence requested in German. Exact GmbH (distributor, manufacturer), 6921 Untergimpern/Baden, Landstrasse 110. WTD 2/70.

34942—AUSTRIA—Radiator pipe connections (couplings) for oil-fired warm-water central heating systems (residential). Direct purchase and agency. Ing. Norbert Herzel (importer, distributor), Wielandplatz 9, Postfach 219, A-1101 Vienna. WTD in preparation.

34943—AUSTRIA—Safety and relief valves; steam traps; etc. for residential central heating systems (oil-fired warm-water). Direct purchase and agency. Ing. Norbert Herzel (importer, distributor), Wielandplatz 9, Postfach 219, A-1101 Vienna. WTD in preparation.

351 Engines, turbines

● **35100—TAIWAN**—Supply turbines, generators and switchboards for hydropower plant. Tender No. 1B2A-4002(c): to bid and request

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contract documents No. DNE-27-110, available for $23.00 (U.S.) per set plus postage, contact Central Trust of China, Purchasing Department, 49 Wuchang St., Section Taipei, Taiwan. Financed by World Bank. Bid deadline Apr. 27. One copy of specifications is available for review only, not for loan at the Power & Electrical Division, BDSA, Room 5886-C, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4241).

352 Farm machinery

35228 — ETHIOPIA — Pre-fabricated barns for curing Virginia tobacco, complete with automatic equipment and fired by heavy oils. Catalog, c.i.f. Assab price requested. Ethiopia Amalgamated Private Ltd. Co. (importer, distributor, agent), P.O. Box 2090, Addis Ababa. WTD 9/69.

35228—NICARAGUA—Machinery necessary for classifying and processing fodder seed for planting. Request descriptive literature, price lists. Correspondence requested in Spanish. Ing. Carlos Rosales Cortes (agricultural engineer), c/o Departamento Tecnico, Banco Nacional de Nicaragua, Managua. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

35310—JAPAN—Used rock crushers (rock crushing machinery) inlet diameter from 60 to 80 ins. United Pacific Trading Co., Ltd. Robert C. Nakaya, President (importer, distributor), Room 412, Taisei Bldg., 278 Sumiyoshi-cho 6-chome, Naka-ku, Yokohama. WTD 6/64.

35370 — THAILAND — Tractor trucks for hauling large containers, forklift-electric and non-electric, 25 tractor trailers with capacity of 20 tons. Requests catalogs, brochures, c.i.f. Bangkok prices. Trailer Transport Ltd. Part., Mr. Charn Charindkorn (importer, agent, contactor), 148 Soonthorn-Kosa Road, Opp. Customs Department, Klongtoey, Bangkok. WTD 4-69.

354 Metalworking machinery

● **35400—PAKISTAN**—One horizontal boring and milling machine to machine diesel engine cylinder blocks. Tender No. PR-1/69/PMP/14; bid deadline Apr. 15. Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters, Empress Road, Lahore. A loan copy of specifications is available from the Metalworking Equipment Division, BDSA-649, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **35400—TURKEY**—Printed circuit board equipment including: two drilling machines, one reproduction camera for negatives, one comparator, one electric drying oven, one deoxidation machine, one micrometric setting precision cutting machine, one screen print ink removing machine, one ferric chloride spray etching machine, and one solder tag punching machine. Bid deadline Apr. 15. PTT Genel Mudurlugu, Malzeme Dairesu Baskanligi, Ruzgarli Sokak, Catal Han, Ulus, Ankara. Specifications available in English from Modern Translation Bureau. Karanfil Sokak 49/2, Ankara, for $8.50 airmail.

35451 — SOUTH AFRICA — Taps: screw, thread; threading dies. Normat S.A. (Pty.) Ltd. (importer, distributor), 21 Hart St., P.O. Box 4083, Port Elizabeth, Cape Province. WTD 5/69.

355 Special industry machinery

35513—MEXICO—Equipment for conversion of apples into canned apple sauce. Correspondence requested in Spanish. Jorge Mijares Gutierrez (canned apple sauce export trade), Guatimape 405, Colonia Esperanza, Durango, Durango. WTD 2/70.

35521 — CONGO (K) — Thread making equipment. Correspondence requested in French. Bobinerie du Congo S.C.R.L. (importer, manufacturer), B.P. 2973, Lubumbashi. WTD 7/69.

35521—POLAND—Textile machinery, especially finishing and spinning machines, looms. Mr. W. Nikonorow, Mgr., Commercial Department, CETEBE (importer), 13, Narutowisza St., Lodz.

35590 — PAKISTAN — Synthetic (alkali) resins plant of 10, or possibly 15 ton, capacity-per-day of 16 hours including thermal oil, induction or gas heating system. Requests illustrated literature, catalogs. Supplier should be in position to offer technical cooperation arrangements. Quotations desired f.o.b. and c. and f. Karachi. United Paints (Pakistan) Ltd. (importer, manufacturer), D/149, S.I.T.E., P.O. Box No. 5172, Karachi. WTD in preparation.

35595 — KOREA — Machinery required to manufacture hooks and eyes for garments and industrial applications. Dae Ryun & Co. (distributor, manufacturer, agent), I.P.O. Box 3447, Seoul. WTD 11/69.

35595 — SOUTH AFRICA — Desalination equipment. Direct purchase and agency. Industrial Units (Cape) (Pty.) Ltd. (importer, dis-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

tributor, retailer), 25 Neptune St., Paarden Eiland, Cape Town, Cape Province. WTD 2/70.

356 General industrial machinery

35614—KOREA—Oxygen gas charging compressor, reciprocating type, complete set with capacity of 100 Nm^3/h, 50 HP (37 KW), 10-14 kg/cm^2 press suction, and 160 kg/cm^2 of press discharging capacity. Dae Ryun & Co. (importer, distributor, manufacturer, agent), I.P.O. Box 3447, Seoul. WTD 1/69.

35663—SINGAPORE — Stainless-steel propeller shafts, 2½ ins. and upwards, approximately 22 ft. length. S. C. Chiang, Overseas Buyer, Vosper Thornycroft Uniteers Private Ltd. (importer, distributor, ship & boat builder, ship repairer), 200 Tanjong Rhu, Singapore 15. WTD 12/69.

35690—IRAN—Hydraulic jacks to raise and lower dump truck dumping mechanism. Trucks will be of 3, 5, 7, 10 and 18 ton capacity. Firm requested hoists be of a design that permits dumping in more than one direction. Merrikh, Sherkat Attn: Mr. Ovanessoff (importer, manufacturer), 529 Saadi Ave., Tehran. WTD 1/69.

35690 — YUGOSLAVIA — Packaging and sorting machinery for flowers, fruits (apples), vegetables. ZITNJAK, Garden Combine, Attn: Eng. Petar Karlovic, Director, or Gjorgje Blagojevic, Commercial Director (producer of cut and potted flowers), Radnicka cesta D. Dakovica 171, Zagreb. WTD in preparation.

357 Office, computing, accounting machines

35791 — KOREA — Check writing, signing, sorting, numbering, protecting, dating, cancelling machines. Direct purchase and agency. Sung Pung Enterprises Co. (distributor, agent), I.P.O. Box 2089, Seoul. WTD 1/69.

358 Service industry machines

35891—ISRAEL—Complete range of deep-frying machinery for product similar to chow-mein noodles, capable of frying 700 to 1,000 lbs. per hr. OSEM Food Industry Ltd. (importer, manufacturer), P.O. Box 1578, Tel Aviv. WTD in preparation.

35893 — ISRAEL — Vacuum cleaners for cleaning upholstery of Boeing 747 superjets. Lod International Airport (Israel) (importer, airport), P.O. Box 7, Lod, (Attn: J. Wachtel Chief of Operations).

361 Electric transmission, distribution equipment

● **36100—THAILAND**—Supply 820 each 15 KV class potential transformers, outdoor type, butyl-molded construction only. Ratio 12,000/120 volt, 50 cycle. Tender No. MEA-PSD-182; bid deadline Apr. 17. Metropolitan Electricity Authority, Purchase & Store Department, 121 Chakraphet Road, Bangkok 2, Thailand. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5885C, Department of Commerce, Washington, D.C. ★(202-967-4241). A copy for review only is available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—TRINIDAD, W.I.**—Supply of all or any of the following equipment: Tender No. 1901—15,000 each 75 amp. cartridge fuse links; Tender No. 1902—10,000 each 45 amp. cartridge fuse links; Tender No. 1903—25 each earthing sets; Tender No. 1904—safety boots, various sizes; Tender No. 1905—100 each 36 inch Linesmen's leather belts. Bid deadline May 8. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 5886C, Department of Commerce, Washington, D.C. 20230. ★(202-967-4241). Specifications available for reference only at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

362 Electrical industrial apparatus

36212—SOUTH AFRICA—Motors: single phase, ¼-½ H.P., 220V, 50 cycles, A.C. Industrial Units (Cape) (Pty.) Ltd. (importer, distributor, retailer), 25 Neptune St., Paarden Eiland, Cape Town, Cape Province. WTD 2/70.

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

366 Communications equipment

● **36600—INDIA**—Supply of coaxial cable, repeater, power plant, testing instruments and associated equipment. Tender No. 162-2/70-TPL (CP); bid deadline May 29. Copies of tender announcement and specifications are available from the Director General (TPL), Posts and Telegraphs, Parliament St., New Delhi-1 India. Tender documents may be obtained for $3.00 each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

369 Electrical machinery, equipment, supplies

● **36900—CEYLON**—Supply of one X-ray apparatus, suitable for contact and cavity therapy, complete with all accessories and ancillary items. Bid deadline Apr. 17. Invited by the Government of Ceylon, Department of Health, 5th Floor, Ceylinco House, P.O. Box No. 584, Colombo, Ceylon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

371 Motor vehicles, motor vehicle equipment

37141 — AUSTRIA — Spare and accessory parts for passenger cars and trucks, all kinds, including repair material for car bodies. Ferdinand Gerabek (importer, distributor, agent, retailer), Hackengasse 30, A-1150 Vienna. WTD 3/69.

375 Motorcycles, bicycles, parts

37510 — SOUTH AFRICA — Go-kart equipment, accessories. Speedyquip (Pty.) Ltd. (importer, distributor, retailer), 20 Uitenhage Rd., Sydenham, Port Elizabeth, Cape Province. Reply to: Transport House, Grace St., Port Elizabeth, Cape Province. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

38111—ISRAEL—Regular supply of greaseless stopcocks for high vacuum. Sizes, quantity to be determined through direct correspondence. Requests airmailed quotations/catalogs. The Technion, Israel Institute of Technology (educational facility), Dept. of Chemistry, Laboratory of Physical Chemistry, Technion City, Haifa. (Attn: Mr. Malmos). WTD 2/70.

382 Instruments for measuring, controlling, indicating physical characteristics

38220—NETHERLANDS—Combustion indicating, recording and controlling instruments. Exclusive sales rights requested for Benelux countries. Stookindustrie N.V., Attn: Mr. A. Wessels, Sales Manager (importer), 66 Generaal Vetterstraat, Amsterdam. WTD 3/70.

384 Surgical, medical, dental instruments

● **38400—CEYLON**—Supply of 18 items in various types and quantities of syringes and needles. Bid deadline Apr. 3. Invited by the Government of Ceylon, Department of Health, P.O. Box No. 584, Colombo, Ceylon. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. (415-556-5868).

●**38400—MALAWI**—Supply of 193 items in various quantities of hospital supplies and equipment including forceps, gloves, blades, needles, pins, bone plates, probes, breast pumps, saws, scissors, stethoscopes, syringes, colostomy and endotracheal tubes, thermometers, tourniquets, speculum, face masks, laryngoscopes, knives, and many more. Tender No. 70/3; bid deadline Apr. 30. Invited by Officer in Charge, Government Medical Stores, Private Bag 10,

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Blantyre, Malawi. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

396 Costume jewelry, novelties, buttons, notions

39620—FRANCE—Artificial and semi-artificial flowers and foliage for decorative uses (made of silk, feathers, etc.) Feuillazur (importer, distributor), B.P. 83, Le Pont du Berger, 83-Ollioules. WTD 3/70.

509 Wholesalers

50930—FRANCE—Scrap metals in bulk, iron, steel, and others; primarily scrap metals for re-melting (10/23-50); industrial scrap material; hydraulic bales (54/55); and railroad scrap metals. Price quotations requested by lots of 5,000 metric tons. Correspondence requested in French. Nerriere & Andrillon (Ets.) (importer, distributor), 6-22 Bld Emile delmas, 17 La Rochelle-Pallice. WTD 8/69.

Books for vocational schools sought by Thai Government

The Government of Thailand invites bids on over 650 U.S. books as part of a $6 million loan project to improve that country's system of vocational education. The books, published by approximately 100 U.S. companies, are desired in quantities ranging from 2 copies per title up to 495 copies per title. Also included in the invitation to bid are 18 sets of slides and 10 posters.

The tender number is LIVE-15, and the document title is "Loan Project for the Improvement of Vocational Education". The bid deadline is 10 a.m. Bangkok Standard Time, April 27. Bids must be addressed to the Department of Vocational Education, Ministry of Education, Bangkok, Thailand.

A copy of the tender is available for review at the Printing and Publishing Division, BDSA-627, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4115). Three copies are also available for review at the Department of Commerce Field Office, Trade Promotion Section, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Square, New York, N.Y. 10007 (212-264-0600), and one copy will be available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

203 Canning, preserving foods

20321 — PORTUGAL — Canned baby foods. SOVENDAL-Sociedade Distribuidora de Produtos de Alimentacao e Higiene, S.A.R.L. (importer, distributor, agent), Rua de Marvila 151, Lisbon. WTD in preparation.

225 Knitting mills, products

22523 — BELGIUM — Infants' finished hosiery. Freddy Baudry (distributor), 53 Blvd. Eisenhower, 7500 Tournai. WTD 2/70.

231 Men's, youths', boys' suits, coats, overcoats

23111—ETHIOPIA—Uniforms for military personnel. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

281 Industrial chemicals

28100—PERU—Wide range of industrial chemicals. List available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. I.C.I (Peru) S.A. (importer, distributor, agent), Cuzco 610, 5th Floor, Lima. WTD in preparation.

28183—PAKISTAN—Urea. Requests catalogs, quotations, C & F., Karachi. Shahnawaz Ltd. (importer), 19 W. Wharf Rd., P.O. Box 4766, Karachi. Attn: Mohammad Naeem, Joint Managing Director. WTD 9/69.

282 Synthetic materials

28213—KENYA—Low density polyethylene raw materials suitable for extruding film of 1.5 mils. Must be resistant to ultra-violet rays of sunlight. Catalogs, c.i.f. Mombasa prices requested. Pan Plastics Ltd. (importer, manufacturer, agent), P.O. Box 962, Nairobi. WTD 2/70.

283 Drugs

28340—ETHIOPIA — Pharmaceutical preparations. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28424—IRELAND—Automobile polishes. J. P. Bates Ltd. (importer, distributor, agent), 3-6 Buckingham St. Upper, Dublin 1. WTD 7/69.

287 Agricultural chemicals

28711—ETHIOPIA—Agricultural chemicals. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

28711—PAKISTAN—Trisodium phosphate. Requests catalogs, quotations, C. & F. Karachi. Shahnawaz Ltd. (importer), 19 W. Wharf Rd., P.O. Box 4766 Karachi. Attn: Mohammad Naeem, Joint Managing Director. WTD 9/69.

28790 — FRANCE — Agricultural pesticides and miscellaneous agricultural chemicals including fungicides, herbicides, phytoactin, soil conditioners, fertilizers. Correspondence requested in French. Union Agricole du Sud Ouest (importer, distributor, agent), 62 Ave. H. Farbos, 40, Mont de Marsan. WTD 7/69.

331 Steel mill products

33120—ENGLAND—Special steels. Guest Industrials Ltd. (importer, exporter), 5 Fenchurch St., London, E.C. 3. WTD 7/69.

342 Cutlery, hand tools, general hardware

34230—IRELAND—Hand and edge tools, hardware. Foolprufe Electric Ltd. (importer, retailer), 35 Parliament St., Dublin 2. WTD 10/69.

34231—IRELAND—Hand tools. J. P. Bates Ltd. (importer, distributor, agent), 3-6 Buckingham St. Upper, Dublin 1. WTD 7/69.

34231 — SWITZERLAND — Electric, electronic assembly tools, hobby tools, fixing tools. Egli, Fischer & Co. AG; Attn: J. Holtz (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

343 Heating apparatus, plumbing fixtures

34336—IRELAND—Gas heaters for use with bottled gas. Foolprufe Electric Ltd. (importer, retailer), 35 Parliament St., Dublin 2. WTD 10/69.

354 Screw machine products

34521—SWITZERLAND—Specialty, industrial fasteners, fixing devices. Egli, Fischer & Co. AG; Attn: J. Holtz (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

349 Fabricated metal products

34940—ENGLAND—High pressure reducing valves, relief valves, plug valves, butterfly valves, solenoid valves, multi-way valves, shut-off valves, needle valves, throttle valves, miniature valves, check valves. S. B. Products Ltd. (importer, distributor, manufacturer), Delbow Rd., North Feltham Trading Estate, Feltham, Middlesex. WTD in preparaiton.

353 Construction, mining, materials handling machinery, equipment

35310—SWITZERLAND — Concrete spraying and injecting equipment; similar machinery for use on construction site; equipment for manufacture of prestressed concrete parts. Mecana SA; Attn: Mr. Leutenegger (distributor, agent), 8716 Schmerikon. WTD 3-70.

35318—ETHIOPIA—Scrapers, graders, rollers, off-highway trucks, wagons, other construction machinery, equipment. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

354 Metalworking machinery

35410 — ENGLAND — Machine tools. Guest Industrials Ltd. (importer, exporter), 5 Fenchurch St., London, E.C. 3. WTD 7/69.

35452—IRELAND—Oil storage tank con-

tents gauges. John R. Taylor Ltd. (importer, distributor, agent), 379 So. Circular Rd., Rialto, Dublin 8. WTD 7/69.

35482—SWITZERLAND—Power driven fixing, assembling tools, hobby tools. Pneumatic or electric 220 Volt, 50 hz. Egli, Fischer & Co. AG; Attn: Mr. J. Holtz (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

35483 — IRELAND — Welding apparatus. Duro Developments Ltd. (distributor, agent, retailer), Hamman Buildings, 11-12 Upr. O'Connell St., Dublin. WTD 10/69.

35484—THAILAND—Automotive diagnostic and repair equipment for workshop capable of handling 200-250 cars per day. Requests catalogs, brochures c.i.f. Bangkok prices. Erawan Motor Co. Ltd. (importer, distributor), 78 No. Sathorn Rd., P.O. Box 1998, Bangkok. WTD in preparation.

355 Special industry machinery

35512—IRELAND—Commercial food products machinery. Broderick Brothers Ltd. (importer, distributor, agent), 23-25 Wellington Quay, Dublin 2. WTD 8/69.

35513 — PARAGUAY — Sugar cane mill crusher, two rollers, with baggasse burning boiler. Production expected: 6 to 8 metric tons per hr. Max Lutz, La Continental S.A.C.I. (importer, distributor, agent), Casilla Postal 491, Asuncion. WTD in preparation.

35592—SWITZERLAND—Small machinery and accessories for foundries. Mecana SA; Attn: Mr. Leutenegger (distributor, agent), 8716 Schmerikon. WTD 3/70.

357 Office, computing, accounting machines

35730 — ENGLAND — Computers and peripherals. Guest Industrials Ltd. (importer, exporter), 5 Fenchurch St., London, E.C. 3. WTD 7/69.

358 Service industry machines

35850—KUWAIT—Room air conditioning units; household refrigeration equipment. Al-Andalus Trading Co. (importer, distributor, agent, retailer), P.O. Box 1721, Kuwait. WTD 3/70.

35852—IRELAND—Small air conditioning units. John R. Taylor Ltd. (importer, distributor, agent), 379 So. Circular Rd., Rialto, Dublin 8. WTD 7/69.

35892—BELGIUM—Water softeners and conditioners, home and industrial. Auximaz-Eaux (distributor, manufacturer/assembly), 6 Galerie Ravenstein, 1000 Brussels. WTD 3/70.

35892—SWITZERLAND — Water purification and treatment machinery for industrial and commercial application; related equipment for use together with large water purification installations. Mecana SA: Attn: Mr. Leutenegger (distributor, agent) 8716 Schmerikon. WTD 3/70.

361 Electric transmission, distribution equipment

36111—SWITZERLAND — Potentiometers. Egli, Fischer & Co. AG; Attn: P. Thommen (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

362 Electrical industrial apparatus

36210—SWITZERLAND—Special electrical motors and parts for general industrial application. Mecana SA; Attn: Mr. Leutenegger (distributor, agent), 8716 Schmerikon. WTD 3/70.

363 Household appliances

36331—JORDAN—Household washing machines, non-automatic, wringer type, 220 volts, 50 cycles. 300 units. Requests prices C&F Beirut, Lebanon and Aqaba, Jordan. Industrial Requirements & General Trading Est. "IRGENTO" (importer, distributor, retailer), Salt Rd., P.O. Box 6288, Amman. WTD 1/70.

364 Electric lighting, wiring equipment

36430 — SWITZERLAND — Low voltage, connectors, solderless connectors. Egli, Fischer & Co. AG; Attn: P. Thommen (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

365 Radio, television receiving sets

36515—SWITZERLAND—Amplifiers, tuners, hi-fi equipment, accessories. Egli, Fischer & Co. AG; Attn: P. Thommen (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

366 Communication equipment

36621—ETHIOPIA—Commercial, industrial, and military electronic communication equipment. Price quotations c.i.f. Ethiopian ports. A. M. Enterprises (importer, distributor, agent), P.O. Box 2968, Addis Ababa. WTD 8/69.

36621—PARAGUAY—SSB transceivers, 50 and 100w, 2,000 to 15,000 KHz, 1 to 4 channels. Aero Centro S.C. (importer, agent, retailer), Casilla Correo 747, Asuncion. WTD 3/70.

367 Electronic components, accessories

36740 — SWEDEN — Semiconductors. AB Rifa (importer, manufacturer, exporter), Fack, S-161 25 Bromma 11. WTD 3/69.

36740—SWITZERLAND — Diodes, transistors. Egli, Fischer & Co. AG; Attn: P. Thommen (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

36790—GERMANY—Electronic components. Correspondence requested in German. Gerd Rueffler (distributor, agent), 66 Saarbruecken, Luisenthaler Str. 2. WTD 3/70.

36790—SWITZERLAND — Electronics raw materials, capacitors, integrated circuits and chips, transistors, diodes, flatcable connectors, ceramic substrates, flat cables, chromium deposited glass substrates for photo techniques. Contiflex AG; Attn: Fred Bolleter (importer, distributor, agent), Florastrasse 17, 8700 Kusnacht. WTD 7/69.

36792—SWITZERLAND—Electronlytic capacitors. Egli, Fischer & Co. AG; Attn: P. Thommen (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

36793—SWITZERLAND—Metal film resistors. Egli, Fischer & Co. AG; Attn: P. Thommen (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

36795—SWITZERLAND—Magnetic recording tape, unrecorded cassettes. Egli, Fischer & Co.; Attn: P. Thommen (importer, distributor, agent), Gotthardstrasse 6, Claridenhof, 8022 Zurich. WTD 2/70.

379 Transportation equipment

37992—AUSTRIA—Snow grooming vehicles for ski areas; snow vehicles to bring tourists, luggage and supplies to remote ski huts in alpine regions; mobile snow makers. Alpen Sport (importer, distributor, agent, repair service), A-9622 Weissbriach. WTD 2/70.

382 Instruments for measuring, controlling, indicating physical characteristics

38210—ENGLAND—Air gaging, pneumatic gaging equipment. Headland Gauges Ltd. (manufacturer, agent, exporter), 22 High St., Great Bookham, Surrey. WTD in preparation.

38212—ITALY—Flow meters for chemical industry; magnetic flow meters, turbine meters, positive displacement meters. Ing. E. Pulini & Co. (distributor), via P. Capponi 13, 20145 Milan. WTD in preparation.

38220—IRELAND — Temperature controls for central heating. John R. Taylor Ltd. (importer, distributor, agent), 379 S. Circular Rd., Rialto, Dublin 8. WTD 7/69.

781 Motion picture production, distribution

78130—KUWAIT—Sixteen mm movies in all fields for private and commercial uses. Also interested in associating with U.S. firms to produce such movies in Kuwait. Diamond Films Co. (importer, distributor, agent), P.O. Box 579, Kuwait. WTD 3/70.

Malaysian port expansion project in Kuching now open for bidding; deadline announced for May 27

The Kuching Port Authority, Kuching, Sarawak, has called for bids for the construction, completion and maintenance of the Kuching Port Expansion Project (Reference No. PM 2c) at Pending Point, Kuching. It is partly financed by a loan of U.S.$5 million from the Asian Development Bank.

The main items of the works comprise the construction of an 800-foot wharf, a 200-foot revetment, 1,500 feet of anti-erosion works, a transit shed with total floor space of 80,000 square feet, and dredging of a tidal river (approximately 270,000 cubic yards of soft and hard materials), reclamation, construction of ancillary buildings and associated works such as roadways, drainage, lighting, water supply, etc.

The Authority expects to make an award soon for the work which is to be started in December 1970; the construction period for the contract will be approximately 26 months. Interested American bidders should submit all applications in triplicate to: The Chairman, Kuching Port Authority, P.O. 530, Kuching, Sarawak, Malaysia. All applications must be received by noon on May 27.

The applications should include: (1) general description of the company; (2) particulars of technical capacity of the company including (a) total billing of contract works completed during last five years; (b) previous harbor works and marine structures or work of similar nature (title of project, place, name of employer, contract price, details of work, whether executed as main contractor or as subcontractor); (c) copies of certificates or letters of invitations, if available, relative to the works mentioned in (b) above; and (d) lists of plant including dredger, floating and other constructional equipment possessed and available for the present works; (3) financial references of the tenderer; and (4) where sub-contractors are to be used, similar particulars and documents as stated above in respect of such subcontractors shall be submitted.

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Visiting Buyers and Officials

AUSTRIA—Alfred Winkler, General Manager, HERKULES (Heinrich Vilcek's Erbin Franziska Winkler), Rennweg 68, A-1030 Vienna, **interested in purchasing children's outerwear, particularly pants and rainwear, sizes 2-14.** Mar. 22 via New York for 2 weeks. c/o Mrs. Herta Winkler, 7 Balint Dr., Yonkers, N.Y. 10710. Itinerary: New York. WTD in preparation.

IVORY COAST—Paulette Paraiso, Abidjan, **interested in beauty parlor equipment and cosmetics for proposed shop in Abidjan.** About Mar. 22 via New York for extended trip. c/o Embassy of the Ivory Coast, 2424 Massachusetts Ave., NW, Washington, D.C. 20008. Itinerary: New York, Washington, D.C. WTD in preparation.

LEBANON—Elie T. Boulos, The Arab World, P.O. Box 563, Beirut, **interested in contacting American firms and individuals interested in the Middle East.** Mar. 23 via New York for 20 days. c/o Edison Hotel, 228 W. 47th St., New York, N.Y. 10036. Itinerary: New York, Philadelphia, Washington, Akron, Buffalo. WTD in preparation.

SOUTH AFRICA—Lou Bayhack M.P.S., Managing Director, Comopharm, Pty. Ltd., 12 Ivanseth Rd. or P.O. Box 7100, Reuven, Johannesburg, **interested in agencies for U.S. pharmaceuticals, cosmetics and toiletries.** Mar. 27 via New York for 2 weeks. c/o American Express, 65 Broadway, New York, N.Y. 10006. Itinerary: 3/27 New York, 4/13 Las Vegas, 4/15 Honolulu, 4/19 Japan. WTD 2/70.

Elliot H. Blumberg, Press Engineering, Pty. Ltd., P.O. Box 57044, Springfield, Transvaal, **interested in agencies for calendar rims, metal edging, book wire binding, binding machinery, enamel coating of steel, pneumatic bicycle pumps, associated fields and requesting technical information on machinery and manufacturing above lines.** Mar. 2 via New York for 3-5 weeks. c/o Standard Bank Ltd., 52 Wall St., New York, N.Y. 10005. Itinerary: New York, Springfield, Ohio, Cincinnati, Los Angeles. WTD 2/70.

David Sanders, Director, National & Foreign Trade, Pty. Ltd., P.O. Box 1050, Johannesburg, **interested in agencies, manufacturing franchises, joint ventures for large range of consumer goods.** Mar. 15 via New York for 3-4 weeks. c/o American & Foreign Trade Corp., 225 W. 34th St., New York, N.Y. 10001, (212-565-3522). Itinerary: open. WTD on Moshal Gevisser Holdings Ltd. in preparation.

SWEDEN—Martin Aberg, Managing Director, Scandinavian Door and Abergs i Langan, S-340 14 Lagan, **interested in contacting U.S. manufacturers of industrial doors, gates, other suitable products for construction industry.** Mar. 20 via New York for 1½ mos. c/o Warren Atlantic, Inc., 40-35 21st St., Long Island City, N.Y. 11101. Itinerary: New York. Chicago, San Francisco. WTD in preparation.

NATO research center in Italy wants adaptable F.F.T. processor

The NATO Research Center in Italy invites bids for a F.F.T. processor to be adapted on computers. The bid deadline is April 30. Only prequalified suppliers from NATO countries are eligible to submit bids on NATO projects.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Bids are invited by the North Atlantic Treaty Organization (NATO). Purchasing and Contracting Officer, Saclant ASW Research Center, La Spezia, Italy. Terms and specifications are available on a loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Icelandic agency interested in companies to prequalify for highway construction project

The Public Roads Administration of Iceland has announced that it intends in the near future to call for bids for the construction of a two-lane, 56 kilometer hard-surfaced highway. There will be about 44 kilometers of construction work on the stretch between Reykjavik and Selfoss, and about 12 kilometers between Reykjavik and Kollafjordur. The final issuance of a bid is, however, contingent upon the Government of Iceland's obtaining the necessary funds from the World Bank, which is now considering Iceland's application for a loan.

The project is now seeking firms to qualify for participation. Applications from interested firms should be received by Iceland's Public Roads Administration (Vegagerd Rikisins) prior to April 6.

The American Embassy in Reykjavik has been informed that the bidding competition will be international in scope, because the road project is to be financed by the World Bank.

Although the cost of the project cannot be determined until the bids are received, the value of the project is unofficially estimated to be on the order of $6-7 million. A copy of the "Prequalification and Pre-bidding Information" brochure, containing maps and background data, is available for review in the offices of the Construction and Building Materials Division, Room 5611, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

Copies may be obtained from the Icelandic Embassy, 2022 Connecticut Ave., NW., Washington, D.C. 20008, and the Public Roads Administration of Iceland. The latter's address is: Vegagerd Rikisins; Borgartun 7; Reykjavik.

NATO extends deadline on bids for calculators

NATO, Brussels, invites bids for the supply of 32 calculators including 14 electric calculators, 3 operations; 16 electric calculators, 4 operations; and 2 super-automatic calculators, 4 operations. The Tender No. is 1970/18 and the bid deadline has been extended to April 20.

Bids are also invited for the supply of 82 typewriters including 14 mechanical and 68 electric typewriters. The Tender No. is 1970/23 and the bid deadline is also April 20. Both bids are invited by the Director of Administration and Personnel, Attn: Head of General Services, North Atlantic Treaty Organization, NATO, 1110 Brussels, Belgium. Only prequalified suppliers from NATO countries are eligible to bid.

Only U.S. firms certified by the U.S. Department of Commerce are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison & Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Potable water treating plant, equipment needed by Argentina

The Obras Sanitarias de la Nacion, Division Compras—Expte., 303-LP-1970, Marcelo T. del Alvear 1840, Buenos Aires, Argentina, invites bids for the construction of clarifiers, filters, coagulating plant and complementary buildings for the BERNAL, Province of Buenos Aires, potable water treating plant.

Tender specifications are available in Spanish from the above address for approximately $555(U.S); the bid deadline is June 30. Financing is by Inter-American Development Bank and the budget for the job is approximately $220,000 (U.S.).

One copy of the specifications, in Spanish, available for review only, not for loan, in the Power & Electrical Equipment Division, BDSA, Room 5886C, Department of Commerce, Washington, D.C. (202-967-4241).

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ITALY—The Cenoa Port Authority has just approved a project for the **construction of an "island" about 1.5 miles offshore,** to the west of the center of the port of Genoa, to permit the unloading of crude oil from super tankers. This island is expected to be placed at a point where the sea is about 50 meters deep. It will be about 15 meters in diameter and have a maximum altitude of 10 meters above sea level. The island will be connected to shore by an underwater 48 inch diameter pipe to permit the discharge of crude oil at a rate of 12,000 MT per hour. The unloading facility has been designed to serve super tankers of up to 500,000 MT. The pumping station will be located on shore. The estimated cost of the project is $5 million. The target date for completion is sometime in 1971.

It has not been as yet decided whether the island should be a floating type or erected from the bottom of the sea. Interested American firms may write for additional details to: President Consorzio Autonomo del Porto di Genova, Palazzo San Giorgio, 16123 Genoa, Italy. (Phone: 2090).

New Books and Reports

***International Monetary Fund, 1945-65: Twenty Years of International Monetary Cooperation.* Published by the IMF, Washington. $5 apiece or $12.50 for three-volume set.**

This history of the first twenty years of the International Monetary Fund, written by past and present members of its staff, attempts to recount objectively what were its origins and what have been its plans and activities.

A very useful book, it is the only study done to date on the Fund, and should prove indispensable to anyone with a strong interest in international monetary problems and their solution in the Post-World War II period.

Volume I (Chronicle: 663 pps) contains a chronological account of the evolution of the Fund from the original plans formulated in 1941 to the end of 1965, with a supplementary chapter summarizing subsequent events. Volume II (Analysis: 621 pps) analyzes the Fund's policies in three major fields and reviews its constitutional development. Volume III (Documents: 549 pps) reproduces the major documents referred to in the other two volumes, including some not hitherto published.

The three volumes are being made available to the public in the hope that they will enable those interested to understand more of the nature of the Fund's work, of its problems, and of the techniques which it has devised.

Write: International Monetary Fund, 19th & 'H,' NW., Washington, D.C. 20431.

***International Trade: Theory and Empirical Evidence.* By H. Robert Heller. Prentice-Hall, Englewood Cliffs, N.J. 189pp. $7.95.**

The author's stated purpose is to assemble the minimum framework required for an understanding of international trade problems. It is intended for use in a one-semester college course at an advanced level. The approach is geometric throughout, and no use of mathematics is required, according to Heller.

Individual chapters cover: theory and methodology of international trade; the theory of comparative costs; production and international trade; consumption; equilibrium in world trade; effects of trade on the factors of production tariffs; and economic unions.

Write: Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

***The Indian Economy 1969-70.* Special issue of *Margin*, the Quarterly Journal of the National Council of Applied Economic Research, New Delhi. February 1970. 38 pp. 50 cents.**

The most recent of the annual economic surveys conducted by the National Council of Applied Economic Research, this report analyzes the performance of the Indian economy for the fiscal year ending March 1970 and makes predictions for the 1970-71 fiscal year. The survey treats agricultural and industrial production, national income, prices, money supply, investment, and foreign trade. It forecasts continued improvement in the basic economic indicators during the coming year, providing that weather conditions remain reasonably favorable.

Write: National Council of Applied Economic Research, Parsila Bhawan, 11 Indraprastha Estate, New Delhi 1, India.

***Electronics Guide to Europe, 1969.* Published by Noyes Development Corp., Park Ridge, N.J. 150pp. $20.**

Prepared by Noyes Development S.A., with offices in Switzerland and England, this directory is designed as a marketing guide for those interested in the fast-growing European electronics industry. The book describes more than 600 companies in the following countries: Austria, Belgium, Denmark, Finland, France, West Germany, Ireland, Italy, Netherlands, Norway, Spain, Sweden, Switzerland, and the United Kingdom.

Company information covers name and address, product range, domestic and overseas subsidiaries, number of employees, principal executives, latest available sales figures, plant location and number of installations.

Write: Noyes Development Corp., Park Ridge, N.J. 07656.

***Survey of Markets.* Published by the Financial Post, Toronto. 332pp. $9.**

The figures in this guide to buying power are designed to enable market researchers and investors to assess the performance of one Canadian industry against another, a Canadian industry against a similar industry in the United States, and one firm's efficiency with that in the industry as a whole.

In the national market section, tables show trends first by province and then by economic area. Main market areas are rated in terms of buying power against the national average.

Tables and reports outline the progress and geographic distribution of the main segments of all industries.

Four categories of projections, for 1970 and 1973, of growth by province and metropolitan area in population, households, personal disposable income, and total retail sales, can aid the planning of sales and advertising programs.

Write: The Financial Post, 481 University Avenue, Toronto 101, Canada.

***Switzerland: Economic Survey.* OECD, Paris. January 1970. 63pp. 80¢.**

Reviews the present business upswing as reflected in output and demand, prices and wages, and the balance of payments. Summarizes the Swiss economic policy through reviews of monetary policy, money and banking, public finance and the Federal budget.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

New U.S. trade report covers 1963-69

Statistics on U.S. foreign trade covering the period 1963-69 have just been issued by the Commerce Department's Bureau of International Commerce in its Overseas Business Reports series.

The report provides annual data on the value of U.S. exports, imports, and merchandise balance, 1950-69. For 1963-69, it presents figures on domestic exports, and imports, by economic class; indexes of U.S. domestic exports and general imports by commodity categories; and U.S. exports, and general imports, by principal commodities and by selected end-use categories.

U.S. export and import data by geographic areas and by principal countries also are given, as well as U.S. share data with respect to selected foreign countries.

Prepared by the Commerce Department's International Trade Analysis Division, the 24-page OBR 70-3, entitled *United States Foreign Trade, Annual, 1963-69*, may be purchased at 15 cents a copy. **Write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20202, or any Commerce Dept. Field Office.

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Calendar *for international traders*

BRISTOL, CONN.—Apr. 6—Export seminar on Air Freight and Parcel Post 7 p.m. to 9 p.m., at the Bristol Chamber of Commerce, 81 Main St. Sponsors: Bristol Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

CHICAGO—Apr. 7—Automotive Exporter's Club of Chicago meeting, Builder's Building.

DANBURY, CONN.—Apr. 7—Export seminar on Quotation and Documentation 7 p.m. to 9 p.m., at the State National Bank of Connecticut, 330 Main Street. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

DENVER—Apr. 9—World Trade Club Luncheon. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

DETROIT—Apr. 16—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

FAIRFIELD, CONN.—May 7—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn.

HONOLULU — Apr. 15 — "How to Get Started in Export-Import" workshop, 10 a.m., Commerce Field Office.

JOPLIN, MO.—Apr. 23—Seminars on Export Market Development (9 a.m.-noon) and Export Documentation (2-4:30 p.m.), Chamber of Commerce. Sponsors: Chamber of Commerce, REEC and Commerce's Kansas City Field Office.

KANSAS CITY—Apr. 14—Meeting for exporters, Virginia State Port Authority, Top of the Tower, 911 Main, 6 p.m. Sponsors: International Trade Club, REEC, Commerce Field Office.

KANSAS CITY—Apr. 15—Export Procedures Course, 620 Ten Main Center, 920 Main Street, 6:30 p.m. Sponsors: International Trade Club, REEC, Commerce Field Office.

LITTLE ROCK—Apr. 15—Seminar on Doing Business with Canada, Hotel Marion. **Speaker: Asst. Secretary of Commerce for Economic Development Robert A. Podesta.** Sponsors: Arkansas Industrial Development Commission, REEC, Commerce's Memphis Field Office.

LOS ANGELES—Apr. 14—All-day Export Seminar, Mission Room, Hilton Hotel, 9:45-3:45. Sponsors: TWA, Small Business Association, Southern California REEC, Commerce Field Office.

MEMPHIS—Apr. 7—Export Documentation and Transportation Workshop, Memphis International Airport. Sponsors: REEC, Commerce Field Office.

MEMPHIS—Apr. 21—Memphis World Trade Club meeting, Sheraton Motor Inn.

MEMPHIS—Apr. 22—Export Workshop on the Commerce Department's Commercial Exhibits Program, Albert Pick Motor Inn. Sponsors: Mid-South Exporters' Roundtable, REEC, Commerce Field Office.

MEMPHIS—Apr. 26—Visit USA Workshop, with feature film "Company's Coming." St. John's Episcopal Church Auditorium. Sponsors: International Group of Memphis, Commerce Field Office.

MINNEAPOLIS — Apr. 22 — Export Trade Workshop. Financing Export Sales; Credit Management. Commerce Field Office, 3-5 p.m. Speakers: Lawrence A. Doherty, First Nat'l Bank of Minneapolis; Charles Gunder, Northrup, King & Co. Sponsors: Minn. World Trade Ass'n, Commerce Field Office, REEC.

MUSKEGON, MICH.—Apr. 28—Monthly meeting of Western Michigan Trade Club, 6 p.m., Lakos Restaurant.

NEW ORLEANS—Apr. 6—Last of six weekly seminars on Export Financing and Credit Problems, 7:30 p.m., Louisiana State University in New Orleans. Sponsors: L.S.U., Louisiana-Mississippi REEC, Commerce Field Office.

NEW YORK—Apr. 7—Foreign Credit Interchange Bureau Round Table Conference on foreign finance, credit, collection and exchange problems. Summit Hotel, 1:30 p.m.

NEW YORK—Apr. 15—Dinner meeting of the Foreign Credit Interchange Bureau's Export Credit Group. Advertising Club, 23 Park Ave., 4 p.m.

NEW YORK — Apr. 19 — FCIB's Drug, Chemical and Food Export Club luncheon, 12:15, Advertising Club, 23 Park Avenue.

NEW YORK — Apr. 21 — FCIB's Hardware, Automotive and Allied Trades Group luncheon, 12:30, Advertising Club, 23 Park Avenue.

NEW YORK—Apr. 28—International Executives Association Conference luncheon meeting, Hotel Statler Hilton, 7th Ave. & 33rd St. Speaker: John G. Montag, Vice President, Caterpillar Tractor Co.

NEWTON, IOWA—Apr. 6—Export meeting on The Banker in Your Export Picture, 4 p.m., Terrace Inn Motel. Speakers: David Parker, Continental Illinois National Bank of Chicago and Ken Byrns, Des Moines Field Office, U.S. Dept. of Commerce. Sponsors: REEC, Chamber of Commerce, Commerce Field Office. (Program will be repeated in **AMES** and **JEFFERSON,** Apr. 7; **SPENCER** and **STORM LAKE,** Apr. 8; **IDA GROVE** and **SIOUX CITY,** Apr. 9; and **COUNCIL BLUFFS,** Apr. 10)

PHILADELPHIA—Apr. 8—In-Office Workshop on Export Sales Correspondence. Philadelphia Field Office at 10 a.m.

ST. LOUIS—Apr. 7—"Show You" Export Workshop, Federal Building, 2 p.m. Sponsors: REEC and Commerce Field Office.

SPRINGFIELD, MO.—Apr. 21—Seminars on export market development (9 a.m.-noon) and export documentation (2-4:30 p.m.), Chamber of Commerce headquarters. Sponsors: Chamber of Commerce, REEC, and Commerce's Kansas City Field Office.

STRATFORD, CONN.—Apr. 8—Meeting to discuss "Practical Ideas in Exporting," at the Stratford Motor Inn's Mermaid Tavern, 6905 North Main St. Sponsors: Connecticut Development Commission, REEC, Commerce Field Office.

TUSCALOOSA, ALA.—Apr. 7—Export Seminar — Marketing Techniques for Overseas—6:30 p.m., YMCA, sponsored by Industrial Management Club of Tuscaloosa.

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